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THE MARKET REPORTER

Published Weekly by the
United States Department of Agriculture
Bureau of Markets

WASHINGTON, D. C. FEBRUARY 7, 1920. VOL. 1, NO. 6.

MARKETING FARM PRODUCTS THROUGH PUBLICITY.

Standardization Leading to Increased Use of Publicity by Growers' Organizations.

The use of publicity in marketing agricultural products is not new, but it has not been developed to a degree comparable with its use in connection with manufactured products. It is perhaps natural that manufacturers and merchants should have blazed the way and that individual growers have been slow to organize for publicity efforts. National publicity, which embraces all forms of advertising, can be carried on only by large organizations and not by individuals.

With increased means of communication and improved transportation, the manufacturers, in the last fifty years, have outgrown their communities and have been able to reach out into distant markets with their products. In this reaching-out process they have found that one of their greatest assets was organized publicity, national and even international advertising, and they have in many cases become entirely independent of their communities as far as the marketing of their products is concerned. But manufacturers, especially in America where large-scale production was first developed, found it necessary to standardize their products not only as an aid to large-scale production, but as a prerequisite to successful national advertising.

Advertising Follows Standardization.

The need of standards for farm products did not appear until the process of marketing grew more complex and increased transportation facilities led to the development of more distant markets. To-day, through organizations of producers and through national and state legislation, standards for farm products are being evolved and there is an increasing use of publicity for marketing these standardized farm products. The citrus growers of California and Florida, the apple producers of the Northwest, nut growers, and, to a more limited extent, potato growers, cranberry growers, grape growers, and others, are organized and are selling standard products.

Although wide publicity for agricultural products will necessarily await the more complete development of standards for such products, there are other forms of publicity which tend to prevent the disastrous market conditions which arise from faulty distribution or over supplies of a product in some sections of the country. In 1918 a publicity campaign, which included the cooperation of the war-time organizations and the newspapers, made possible the marketing of an enormous surplus of potatoes and prevented a waste of food; in a similar way the peach crop in 1915 and the dried bean crop in 1919 were distributed. Publicity has also been used successfully in some cities to overcome temporary gluts, and has been beneficial to the public as well as to the grower and the dealer. Recently local campaigns have been carried on in large cities to stimulate the use of milk and dairy products and to bring about a better understanding between milk producers and consumers.

Perhaps no better illustration of the far-reaching effects of advertising is found than the use of publicity to move farm products. Sometimes products, from even a small area, which are carefully graded, packed, and shipped under brands and labels, command the attention of the produce trade and are advertisements which bring prosperity and increased acreage to the grower.

From the consumer's standpoint, carefully graded products sold on a quality basis may represent an actual saving because such products can be more fully utilized than can ungraded or damaged products. One might go even further and say that the consumer profits also through the enjoyment of a more varied menu and that standard products from the farm, backed by publicity, add to the sum of human comforts.

All advertising authorities are agreed that it does not pay to spend money boosting any article that is not good and that does not measure up to high standards of quality. This attitude on the part of advertisers has led the public to associate quality with advertised products. A mere list of the farm products that have been nationally advertised would not convey an idea of the magnitude of this field, because there are a number of producers who are making use of brands and labels and who are advertising to the trade without using newspaper or magazine space. Among these may be mentioned potatoes which are now sold by some associations under trade-mark brands but are not advertised to the consumer.

Economics of Advertising.

To one school of economists, advertising represents an economic waste in that it is supposed to take away trade from one entity and give it to another. In practice, advertising has justified itself to both producer and consumer because it has resulted in a product of higher quality and a lowered cost of distribution. Experience has shown that national advertising has made it possible for organized growers to sell their standard products through brokers on a smaller commission because such products are easier to move and dealers can make more money by handling larger numbers of cars of a standard advertised brand than smaller numbers of cars of a nonstandard, nonadvertised product.

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WHY STANDARD GRADING PAYS.

Brings Improvement and Security—Checks Unfair Practices.

If a number of persons were asked why farm products should be sold according to standard grades, probably few of the answers would be alike. Many growers would say that by grading they could build up a reputation for their product and secure a premium in price. Numerous dealers might assert that farm products should be graded so that the farmer would be compelled to keep low-grade produce at home to be fed to his pigs or to decay.

Some justification exists for both of these viewpoints. But, if grading is a good investment for one grower, why is it not the best policy for all growers? And if all growers of a certain product should grade equally well what opportunity would there be for one grower to have a better reputation for his pack or grade than his neighbor? And, on the other hand, is the dealer right in saying that the farmer should always keep back the low-grade stock? If a food product is in demand, is it not advisable for the grower to sell it even if it is of poor quality at a price commensurate with its value? The answers to these questions and to others of the kind require further discussion of the subject.

Provides a Standard Trading Basis.

The practice of grading farm products is as old as the practice of agriculture itself, but the proper progress has not been made because of a lack of uniformity in the standards used in grading. Each grower has had his own idea of what the grading standards should be, and therefore each individual has had a different set of grades. A trip to any large market soon convinces the visitor that the various lots of apples, potatoes, onions, or other products have as many different values as there are producers. For example, farmer A's best grade of potatoes might be equal in value to farmer B's second grade. One of the chief values of grading, that of establishing a common standard, is lacking.

When we purchase an article we have three things in mind, consciously or unconsciously, that is price, quality, and quantity. The housewife does not purchase a yard of cloth at one dollar per yard without a knowledge of whether it is cotton, silk, or a mixture of the two. Neither does she buy a sack of rice without asking how many pounds are contained in the sack. And yet, thousands of barrels of potatoes are sold on the market to buyers who do not

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LIVE STOCK

CATTLE AND HOGS LOWER.

Sheep Continue to Advance.

[Chicago, East St. Louis, Kansas City, and Omaha.]

Ten markets received approximately 223,500 cattle, 685,900 hogs, and 188,900 sheep during the week ending January 31, compared with 237,000 cattle, 765,800 hogs, and 217,800 sheep the previous week, and 206,400 cattle, 748,800 hogs, and 167,700 sheep the corresponding week a year ago.

The outstanding feature of the week's trade was the sharp rise in lamb values at all markets, carrying prices within striking distance of 1918 record levels and much higher than the best prices of last year. While hog prices worked up to the highest level of the year and then broke, the main feature was the determined bearishness of the packers in the face of lighter receipts. The general tendency of prices for cattle, with rare exceptions, was downward, and with the lone exception of prices for veal calves, which bounded upward under broad demand, there were no particular features in the trade. Feeder demand was irregular, with heavy kinds weakening.

Cattle.—Many short-fed steers of good quality were marketed, yet the proportion of choice stock was meager at all markets. Price range has narrowed to a large degree, but indications point to a little better inquiry for the better grades, which for the few previous weeks were somewhat neglected in the price readjustment process. Dressed trade in the East did not act satisfactorily, and there seems to be uncertainty about the market at this time, buyers doing everything in their power to check the slightest firmness that occurs. Beef steers were uneven, with prices steady to 25 cents lower at Chicago and St. Louis, Kansas City reporting values on a steady to firm basis, while Omaha quoted a general decline of 50 to 75 cents. The low-price kinds were fairly well sustained, the middle grades suffering the most decline and better kinds closing slightly firmer than at the low time. A top of $16.75 was made at Chicago, the highest in two weeks, but even there comparatively few made $15 and higher, while river markets seldom quoted sales at $14 and above. She stock declined largely 25 to 50 cents, although the plainer kinds held practically steady; Omaha quoted extremes of 75 cents depreciation, offset somewhat by 25 cents gain on some classes at St. Louis. Canners and cutters were in comparatively good demand, and the bulk looked steady, yet some advance was noted at St. Louis.

Vealers were anywhere from strong to $2 higher, the general gain measuring 25 to 50 cents. Outsiders paid up to $20 for vealers at Chicago and high prices were paid also at St. Louis, but packers' top, however, was around $19.50. Bologna bulls at Chicago gained 25 to 50 cents and fat grades were weak at 50 cents lower, other markets quoting little change on either class. Feeder call at Chicago and Omaha, where many good natives were available, was indifferent, and prices weakened 25 to 50 cents in many instances, but at St. Louis and Kansas City, at which latter market the demand was broad, sales ruled steady to strong.

Hogs.—Generally speaking, hog values on early days of the week reached not only the highest level of the year, but proved best since last October. Monday was the high tide and shortly after a false opening Tues-

LIVE-STOCK PRICES, TUESDAY, FEBRUARY 3.

[Prices per 100 pounds.]

	Chicago.		East St. Louis.	Kansas City.	Omaha.
	Feb. 3.	Jan. 27.	Feb. 3.	Feb. 3.	Feb. 3.
HOGS.					
Top	$15.55	$16.00	$15.80	$15.30	$15.05
Bulk of sales	15.00-15.30	15.50-15.75	15.30-15.50	14.70-15.00	14.60-14.90
Heavy (250 pounds up), medium-choice	14.60-15.15	15.35-15.65	15.15-15.35	14.70-14.90	14.75-14.90
Medium (200-250 pounds), medium-choice	15.00-15.30	15.50-15.75	15.35-15.60	14.75-15.15	14.85-15.05
Light (150-200 pounds), common-choice	15.00-15.40	15.50-15.85	15.35-15.65	.....	14.60-14.90
Light lights (130-150 pounds), common-choice	14.75-15.25	14.85-15.60	15.00-15.50	14.70-15.15	14.40-14.60
Packing sows (250 pounds up), smooth	13.85-14.35	14.75-15.15	13.75-14.25	.....	14.50-14.65
Packing sows (200 pounds up), rough	13.50-13.85	14.25-14.75	13.25-13.75	13.50-14.00	14.25-14.50
Pigs (130 pounds down), medium-choice	14.00-14.75	13.75-14.75	12.50-15.25	.....	.....
Stock pigs (130 pounds down), common-choice	.....	.....	12.00-14.50	13.00-16.00	13.00-15.00
CATTLE.					
Beef steers:					
Medium and heavy (1,100 pounds up)—					
Choice and prime	15.00-17.15	15.50-17.50	14.75-16.00	14.00-16.25	14.25-15.25
Good	12.65-15.00	13.00-15.50	12.75-14.50	12.00-14.00	12.25-14.25
Medium	11.25-12.65	11.50-13.00	11.00-12.50	10.50-12.00	11.25-12.25
Common	9.15-11.25	9.50-11.50	9.00-10.75	9.25-10.25	9.25-11.25
Light weight (1,100 pounds down)—					
Choice and prime	14.10-16.65	14.50-16.75	14.75-16.00	13.75-15.75	14.00-15.00
Good	12.25-14.10	.....	12.75-14.50	12.00-13.50	12.00-14.00
Medium	10.60-12.25	10.90-11.50	11.00-12.50	10.00-12.00	10.50-12.00
Common	8.75-10.60	9.00-10.90	8.50-10.75	8.50- 9.75	8.75-10.50
Butcher cattle:					
Heifers, common-choice	6.65-13.25	6.85-13.75	7.75-15.00	6.85-12.50	6.75-12.25
Cows, common-choice	6.65-11.90	6.75-12.50	7.75-11.50	6.75-11.25	6.50-11.50
Bulls, bologna and beef	7.25-11.15	7.50-11.50	7.00-11.00	7.15-10.25	6.00-10.50
Canners and cutters:					
Cows and heifers	5.50- 6.65	5.65- 6.75	6.00- 7.50	5.25- 6.65	5.50- 6.50
Canner steers	6.25- 7.75	6.25- 8.00	6.50- 7.75	6.00- 7.50	6.25- 8.00
Veal calves:					
Light and medium weight, medium-choice	17.50-19.00	17.50-19.25	13.00-19.50	13.00-16.50	14.00-15.50
Heavy weight, common-choice	7.50-15.00	8.00-11.50	7.00-12.75	6.00-11.25	8.00-12.00
Feeder steers:					
Heavy (1,000 pounds up), common-choice	9.00-12.00	9.15-12.25	9.75-12.00	9.00-13.00	9.00-12.75
Medium (800-1,000 pounds), common-choice	8.15-11.60	8.25-11.85	9.00-11.50	8.50-12.60	8.25-12.00
Light (800 pounds down), common-choice	8.00-11.35	8.00-11.50	8.50-11.00	8.00-11.75	7.75-11.50
Stocker cattle:					
Steers, common-choice	7.25-10.75	7.50-11.00	7.00-10.50	6.50-10.80	7.00-11.25
Cows and heifers, common-choice	6.75- 9.00	6.75- 8.50	6.50- 8.50	6.00-10.25	6.00- 8.75
Calves—					
Good and choice	9.50-11.00	9.75-10.75	8.00-10.25	8.50-11.50	9.50-11.00
Common and medium	7.75- 9.25	8.00- 9.50	6.50- 8.00	6.00- 8.75	7.00- 9.75
SHEEP.					
Lambs:					
84 pounds down, medium-prime	17.25-20.00	19.25-21.35	17.50-20.75	17.25-20.00	18.50-19.75
Culls and common	11.50-17.00	15.75-18.75	13.00-17.00	12.50-17.00	15.00-18.25
Yearling wethers, medium-prime	15.00-18.50	15.75-19.75	14.50-19.00	15.00-17.75	15.00-18.00
Wethers, medium-prime	12.50-15.00	13.00-15.25	12.00-16.00	11.75-14.50	12.50-14.50
Ewes:					
Medium, good and choice	10.00-13.00	10.50-13.25	9.50-13.25	10.15-12.50	10.00-11.50
Culls and common	6.50- 9.50	6.50-10.00	5.00- 9.00	5.25-10.00	5.50-10.50
Breeding ewes, full mouths to yearlings	.....	.....	.....	8.00-11.25	.....
Feeder lambs	16.50-18.00	17.50-18.75	15.00-18.00	15.25-17.50	16.00-18.00

WHOLESALE PRICES WESTERN DRESSED MEATS, TUESDAY, FEB. 3.

[Prices per 100 pounds.]

	Chicago.			New York.		
	Feb. 3.	Jan. 27.	Jan. 6.	Feb. 3.	Jan. 27.	Jan. 6.
Fresh beef:						
Steers—						
Choice						
Good	$18.50-$23.00	$19.00-$23.50	$20.00-$23.50	$18.00-$19.00	$21.00-$23.00	$19.00-$21.00
Medium	16.00- 18.00	16.50- 18.50	16.50- 19.50	16.00- 17.50	18.00- 21.00	17.00- 19.00
Common	14.00- 16.00	14.50- 16.50	13.50- 16.00	.....	17.00- 18.00	14.00- 16.00
Cows—						
Good	16.00- 17.50	16.50- 17.50	15.50- 17.00	15.00- 16.50	17.00- 19.00	16.00
Medium	14.50- 15.50	14.50- 16.00	14.00- 15.50	14.00- 15.00	16.00- 17.00	14.00- 15.00
Common	13.00- 14.00	13.00- 14.50	12.00- 13.50	.....	15.00- 16.00	12.50- 14.00
Bulls—						
Good	.....	.....	.....	.....	14.00- 16.00	.....
Medium	.....	.....	.....	14.00- 14.50	12.00- 14.00	14.00- 12.00
Common	11.50- 14.00	14.00- 12.50	9.00- 10.50	13.00- 14.00	14.00- 12.00	10.00- 10.50
Fresh lamb and mutton:						
Lambs—						
Choice	34.00- 35.00	33.00- 34.00	29.00	33.00- 34.00	32.00- 34.00	27.00- 29.00
Good	32.00- 34.00	32.00- 33.00	27.00- 29.00	30.00- 32.00	29.00- 30.00	25.00- 26.00
Medium	30.00- 32.00	30.00- 32.00	24.00- 26.00	26.00- 28.00	24.00- 26.00	22.00- 24.00
Common	27.00- 30.00	27.00- 30.00	22.00- 24.00	24.00- 25.00	22.00- 24.00	20.00- 22.00
Mutton—						
Good	21.00- 24.00	20.00- 23.00	16.00- 18.00	20.00- 22.00	19.00- 22.00	15.00- 16.00
Medium	19.50- 21.00	18.50- 20.00	14.50- 16.00	17.00- 19.00	17.00- 19.00	14.00- 15.00
Common	16.00- 18.50	15.00- 18.00	11.50- 14.00	15.00- 16.00	14.00- 16.00	10.00- 12.00
Fresh veal:						
Choice	29.00- 30.00	28.50- 30.00	27.00- 28.00	30.00- 32.00	30.00- 31.00	27.00- 30.00
Good	27.00- 29.00	26.00- 28.50	26.00- 28.00	27.00- 28.00	27.00- 29.00	24.00- 26.00
Medium	24.50- 27.00	24.00- 26.00	23.50- 26.00	24.00- 26.00	24.00- 26.00	20.00- 23.00
Common	21.00- 24.50	20.00- 23.50	20.00- 23.00	20.00- 23.00	21.00- 22.00	15.00- 18.00
Fresh pork cuts:						
Pork loins—						
8-10 lbs., aver	24.00- 25.50	24.00- 25.00	26.00- 27.00	24.00- 25.00	26.00- 28.00	24.00- 26.00
10-12 lbs., aver	23.00- 24.50	23.50- 24.50	25.00- 26.00	22.00- 23.00	25.00- 26.00	23.00- 24.00
12-14 lbs., aver	21.50- 23.00	21.50- 23.00	24.00- 25.00	21.00- 22.00	23.00 24.00	22.00 23.00
14 lbs., over	20.00- 22.00	20.00- 22.00	21.50- 24.00	20.00- 21.00	20.00- 22.00	19.00 22.00
Shoulders—						
Plain	.....	.....	.....	.....	.....	.....
Skinned	18.50- 20.00	18.50- 20.50	19.50- 21.00	20.00- 21.00	21.00 22.00	21.00 22.00
Picnics						
4-6 lbs., aver	19.00- 21.00	19.00- 21.00	19.00- 21.00	.....	20.00- 21.00	21.00- 22.00
6-8 lbs., aver	18.00- 20.00	18.00- 20.00	18.00- 20.00	19.00- 20.00	19.00- 20.00	18.00- 20.00
8 lbs., over	16.50- 18.50	16.50- 18.50	16.00- 18.00	.....	.....	.....
Butts						
Boneless	.....	.....	.....	25.00- 26.00	25.00- 26.00	23.00- 25.00
Boston style	20.00- 22.00	20.50- 22.00	22.00- 23.50	22.00- 24.00	24.00- 25.00	22.00 23.00

day the market weakened materially, yet there was a slight firmness on Saturday. Comparatively moderate receipts were of little help to sellers, despite a fair shipping outlet, as packers are averse to letting prices work upward at this time and acted bearishly in an effort to keep the market in check. Prices were anywhere from weak to 65 cents lower than the close of the preceding week, with the general decline measuring around 25 cents. Kansas City had the sharpest setback. The week's top was $16.45 paid at St. Louis, Chicago, and Kansas City, each reporting $16, while Omaha quoted $15.45 at the high time. The range on the bulk at the four markets Saturday was $14.60 to $15.60. Quality was good, with choice lights at a premium.

Sheep.—Broad shipping call and light receipts enabled sellers to force a further boost in sheep and lamb prices at all markets. Packers complained about the sharp advance demanded, yet they, too, followed the upward turn, showing their need for offerings. Fat classes were anywhere from 75 cents to $1.25 higher at the close, medium kinds being hardly as high as a little earlier in the week. Feeding grades were from 25 cents to $1 higher, and breeding stock looked strong to higher. Top lambs reached $21.65, yearlings $19.90, aged wethers $15.50, and ewes $13.50 at Chicago, where shorn lambs established a new record for the class at $18.75.

Opening February 2.—This week's cattle trade opened steady to 25 cents lower with all markets uneven. Receipts were comparatively liberal. Calves were mostly steady to 25 cents lower and while some at Chicago showed little change the closing round there found offerings going 50 cents to $1 lower. Hogs were strong to a little higher at the start, but at most markets eased off to a steady basis. Best made $15.80 at St. Louis, $15.65 at Chicago, $15.40 at Kansas City and $15.15 at Omaha. Opening declines of 50 cents to $1 in sheep and lamb prices at Chicago were followed by mostly 25 cents loss at other markets where prices last week were relatively low.

SHARP DECLINES IN DRESSED BEEF.

Lamb Markets Firm to Higher.

[Boston, New York, Philadelphia, and Chicago.]

The demand for fresh meats, excepting lamb and mutton, was not equal to the supply during the week ending January 30. While the approach of the end of the month is usually accompanied by a lessened demand, the effect is not often as pronounced as it was during the past week.

Beef.—The quality of beef offered was about the same as that of the previous week, mostly of medium grade with only a small percentage of good. With the week's closing prices sharply lower than the previous week, good beef steers again bore the brunt of the decline which resulted in an even price range at the end of the week of $19 to $20 at the eastern markets, while the same grade was quoted at Chicago from $18.50 to $23. The week closed with a liberal carry over of loaded cars on track at eastern distributing centers and a moderate supply in the coolers. The demand for bulls was uneven, and price changes at the several markets were governed largely by the volume of offerings. Kosher beef trade showed but little activity with prices steady to lower.

Veal.—A somewhat lighter eastern demand resulted in lower veal prices toward the close of the week, while Chicago prices under light receipts advanced 50 cents to $1.

Pork.—All markets both East and West were dull and prices were weak to unevenly lower. A liberal movement of loins to the freezers at eastern markets did not overcome the downward trend of prices and the low spots were recorded late in the week.

Lambs.—The upward trend of lamb values during the past several weeks was continued and conditions were generally healthy. Prices were advanced about $1 over the previous week and receipts were sold promptly on arrival. The quality of the offerings of Argentine lambs at New York compared favorably with lambs slaughtered in this country and were sold from $28 to $29 per 100 pounds.

Mutton.—The demand for mutton showed some improvement and prices on all grades at the close of the week were from 50 cents to $2 above one week ago.

JANUARY MEAT-TRADE CONDITIONS.

The changing appetites of the American people for fresh meats was doubtless responsible for unusual seasonal conditions in the dressed-meat trade during January. Although the period is one of usual short supplies of both veal and lamb it was unaccompanied by any decrease in demand, and prices on both classes reached new high records for the month, indicating a general liberal spending ability. This was evidenced also by a continued excessive demand for the more expensive wholesale cuts of beef and a general neglect of all cheaper cuts. The month's receipts of dressed beef carcasses at the large distributing centers showed a diminishing number of finished cattle. To some extent this was due to the high grain markets and also to a lack of demand for beef carrying a high degree of finish. The demand at the large consuming markets was centered on beef of the medium grade. This resulted in a gradual narrowing of price ranges between the grades and lower prices on good and choice beef. At the beginning of the month good steer beef was quoted at the three principal eastern markets at prices ranging from $19 to $22 per 100 pounds. By January 30 prices showed declines of from $1 to $2 with the range at the three markets from $19 to $20. Chicago's range of $20 to $23 during the first week in January on similar grades had been widened by the closing week and stood at $18.50 to $23. While all markets were weak and declining on good beef, common and medium grades were sold mostly at firm to higher prices. The trend of live cattle prices during the month was just the reverse of dressed beef values. On January 2 the bulk of sales of

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RECEIPTS, SHIPMENTS, AND LOCAL SLAUGHTER.

Week Ending Saturday, Jan. 31.

Market.	Cattle and calves.			Hogs.			Sheep.		
	Receipts.	Shipments.	Local slaughter.	Receipts.	Shipments.	Local slaughter.	Receipts.	Shipments.	Local slaughter.
Chicago	85,241	28,335	56,906	197,791	47,635	150,156	52,203	9,524	42,679
Denver	6,215	6,573	1,987	8,934	547	7,938	38,404	37,009	4,421
East St. Louis	21,162	4,252	16,162	80,011	32,315	72,226	7,963	1,353	7,015
Indianapolis [1]	10,158	4,667	4,641	62,431	24,397	38,811	1,668	1,081	364
Kansas City	47,091	17,131	25,616	63,208	15,309	41,435	38,748	10,081	23,089
Omaha	39,424	13,825	22,398	66,537	26,542	51,078	56,886	17,481	35,102
St. Joseph [1]	17,979	7,378	10,319	51,883	3,797	45,741	16,442	3,018	12,447
St. Paul	19,634	4,523	14,003	59,935	8,868	50,382	9,624	8,295	5,718
Sioux City [1]	16,724	8,576	7,814	51,503	19,905	28,505	11,100	3,092	8,258
Wichita	5,615	3,158	3,817	9,020	546	4,876	241	125	79
Total	269,246	98,418	163,693	654,253	179,861	491,148	233,282	91,059	139,175
Previous week	295,833	128,135	175,486	773,252	167,196	619,302	210,829	60,565	130,537

[1] Week ending Friday, Jan. 30.

STOCKER AND FEEDER SHIPMENTS.

Week Ending Friday, Jan. 30.

	Cattle.	Hogs.	Sheep.
Market origin:			
Chicago	8,091	.....	4,734
Denver	7,316	636	11,853
East St. Louis	2,306	275	1,023
Fort Worth	7,867	2,007	2,086
Indianapolis	468	773	.....
Kansas City	14,490	6,763	11,398
Oklahoma City	2,919	452	.....
Omaha	10,038	108	10,535
St. Joseph	1,826	1,403	2,027
St. Paul	2,843	5,543	1,357
Sioux City	4,271	326	1,360
Wichita	2,374	417	.....
Total	64,809	18,733	46,073
Previous week	80,898	13,283	43,235
States destination:			
Alabama	25	.....	.....
Arizona	29	.....	.....
Arkansas	51	.....	166
California	81	.....	.....
Colorado	2,695	420	2,779
Idaho	6	.....	.....
Illinois	5,906	2,429	2,883
Indiana	1,988	773	694
Iowa	8,841	5,616	4,856
Kansas	9,650	2,742	6,842
Kentucky	313	.....	.....
Maryland	283	.....	200
Michigan	181	.....	583
Minnesota	884	977	7
Mississippi	5	.....	.....
Missouri	7,315	1,556	6,393
Montana	50	.....	123
Nebraska	8,972	68	10,921
Nevada	66	.....	.....
New Jersey	21	.....	238
New Mexico	341	.....	.....
New York	147	201	750
North Dakota	50	.....	.....
Ohio	1,517	.....	.....
Oklahoma	4,005	428	.....
Oregon	9	.....	.....
Pennsylvania	663	.....	120
South Dakota	557	.....	.....
Tennessee	87	.....	.....
Texas	8,788	523	6,664
Utah	24	.....	.....
Virginia	246	.....	.....
West Virginia	378	.....	.....
Wisconsin	412	.....	1,811
Wyoming	220	.....	43
Total	64,809	18,733	46,073

DAILY AVERAGE WEIGHT AND COST OF HOGS.

Week Ending Jan. 31.

[Prices per 100 pounds.]

	Chicago.		East St. Louis.		Kansas City.		Omaha.	
	Av. wt.	Av. cost.	Av. wt.	Av. cost.	Av. wt.	Av. cost.	Av. wt.	Av. cost.
	Lbs.		*Lbs.*		*Lbs.*		*Lbs.*	
Mon	244	$15.71	207	$15.81	232	$15.79	241	$15.27
Tues	240	15.45	217	15.95	215	15.30	245	15.01
Wed	236	15.33	222	15.46	227	14.82	243	14.84
Thurs	243	15.19	200	15.41	241	14.66	241	14.65
Fri	241	15.15	214	15.24	230	14.76	238	14.67
Sat	242	15.23	232	15.24	225	14.89	242	14.79
Average:								
This wk.	241	15.37	214	15.46	225	15.20	242	14.87
Last wk.	239	15.25	217	15.30	193	15.25	242	14.92
4 weeks ago	231	14.28	.....	.....	195	14.23	236	13.91

The above averages are computed on packer and shipper purchases.

HIDE AND SKIN SUPPLY, 1919.

Hides and skins are among the farm products that are responsive to world market conditions. This was apparent especially during 1919. In February following the lifting of the trade restrictions imposed during the war by the Council of National Defense, American leather products, in addition to supplying a strong domestic demand, flowed in large volume to the trade voids of Europe. In response to the abnormal domestic and foreign demand the prices for these products advanced rapidly and were followed closely by advances in hide and skin prices, especially from February 1 to the latter part of August.

Doubtless as a result of the favorable prices and of the efforts of the War Industries Board and of the Department of Agriculture to promote greater conservation of these valuable and essential farm products, more hides and skins of a superior quality, especially from country sources, were placed on the market than at any time in the history of the American hide and skin industry.

At the beginning of the war no reliable information was available showing the supply, distribution, and classification of hides and skins. The Council of National Defense found such knowledge indispensable in order that it might administer efficiently to the Nation's leather needs and assigned the duty of collecting this information to the Tanners' Council. After the armistice was signed the Tanners' Council ceased this part of its activities.

Facing the uncertainties of the reconstruction period, all branches of the hide and leather trade, economists and financial institutions requested that the service be continued, because there was as great, if not greater need for information relative to the supply and distribution of these raw materials during the trying period of reconstruction than during the war. In response to this demand the Bureau of Markets took over the work in connection with its market reporting service on live stock, meats, and animal by-products.

Surveys are made of the raw stocks of hides and skins in the hands of packers, hide dealers, importers, brokers, wool pullers, and tanners at the close of business on the last day of each month and the summaries are compiled and published about the 20th of each month following the date of inventory. The first survey by the Bureau of Markets was made as of December 31, 1918.

The table "Raw stocks of hides and skins, 1919," was compiled from the data submitted to the Bureau of Markets in these surveys and shows the stocks on hand on the first day of each month in 1919. This table shows only the general classifications of hides and skins. In the monthly hide and skin report, which is available to all who request it, the origin, classifications, conditions, and selections of stocks are shown in greater detail. Comparisons also are given in these reports with the stocks on hand the previous month and the same month of the previous year.

Attention is called to the large quantities of the reported stocks that are of foreign origin. Approximately 30 per cent of the cattle hides, 40 per cent of the sheep and lamb skins, and 98 per cent of the goat, kid, and cabretta skins used by American tanners are imported.

The following tabulation shows the monthly and annual average percentage relations of the domestic and imported cattle hides as reported in 1919:

Relative stocks of domestic and imported cattle hides, 1919.

Date reported.	Domestic.	Imported.	Date reported.	Domestic.	Imported.
	Per ct.	*Per ct.*		*Per ct.*	*Per ct.*
Jan. 1	77.1	22.9	July 1	67.5	32.5
Feb. 1	77.1	22.9	Aug. 1	65.4	34.6
Mar. 1	75.1	24.9	Sept. 1	58.7	41.3
Apr. 1	78.5	21.5	Oct. 1	52.9	47.1
May 1	81.8	18.2	Nov. 1	57.4	42.6
June 1	78.7	21.3	Dec. 1	55.8	44.2
			Average.	68.8	31.2

Domestic hides are divided into two general classes: packer and country. Packer hides are those that have been removed with little or no damage to the body and pattern of the hide and are clean, well trimmed, and properly cured. Country hides are generally those that have been removed from the animals by unskilled ranchmen, farmers, and butchers. They are usually damaged in the flaying or curing processes.

Although no early figures are available for comparisons, there is every reason to believe that the numerical and percentage relations of these general classes have widened materially in the last decade. Not only has farm slaughter decreased in favor of packer slaughter during that time, but greater skill in flaying and curing has been developed among farmers and small slaughterers.

The numerical and percentage relation of packer and country cattle hides, as reported to the Bureau of Markets from July 1 to December 1, inclusive, 1919, is shown as follows:

Domestic cattle hides: Relative stocks of packer and country hides, July–December, 1919.

Date reported.	Packer.		Country.	
	Number.	Percentage.	Number.	Percentage.
July 1	2,515,051	79.3	655,661	20.7
Aug. 1	2,505,715	77.1	742,707	22.9
Sept. 1	2,531,897	78.5	693,681	21.5
Oct. 1	2,541,893	78.1	714,125	21.9
Nov. 1	2,803,012	77.5	832,360	22.5
Dec. 1	3,093,550	80.2	761,000	19.8
Average	2,676,020	78.5	733,756	21.5

FURTHER REMOVALS FROM BRITISH EMBARGO LIST.

The following agricultural commodities may now be exported from the United Kingdom, according to cablegrams from the American Consul General at London: Pickled meat, except bacon and ham; meat offals; sausages, except pork sausage; cottonseed oil cake, cottonseed meal, husk meal, linseed oil cake, linseed meal, maize germ meal, maize meal, and flour.

RAW STOCKS OF HIDES AND SKINS, 1919.

[Number of pieces in stock and in transit reported monthly by packers, dealers, importers, and tanners.]

Description.	Jan. 1.	Feb. 1	Mar. 1.	Apr. 1.	May 1.	June 1.	July 1.	Aug. 1.	Sept. 1.	Oct. 1.	Nov. 1.	Dec. 1.
Domestic:												
Cattle hides, total	4,991,598	4,561,532	4,349,271	4,011,718	4,298,353	3,578,386	3,170,715	3,248,422	3,227,578	3,259,018	3,695,372	3,857,350
Steers	1,647,381	1,423,053	1,373,468	1,390,966	1,386,329	1,258,977	1,270,969	1,297,201	1,320,100	1,227,271	1,288,785	1,301,885
Cows	2,999,654	2,822,655	2,672,743	2,438,641	2,608,459	2,064,043	1,700,206	1,767,282	1,686,027	1,807,605	2,152,870	2,274,646
Bulls	189,931	181,121	162,218	130,050	171,212	126,293	129,096	131,004	136,222	112,247	133,205	141,885
Mixed	154,629	137,703	140,842	142,061	132,353	129,073	70,444	52,932	84,929	111,892	120,512	135,134
Calfskins	1,367,114	1,122,843	1,095,801	1,018,887	1,405,523	1,753,827	1,511,532	1,676,152	1,467,795	1,438,601	1,401,993	1,346,115
Kipskins	605,488	486,379	409,136	360,082	364,221	345,285	272,858	287,625	349,992	411,242	466,885	557,823
Sheep and lamb skins	8,618,605	4,918,915	6,667,190	5,952,038	3,943,915	3,707,725	3,788,019	3,303,100	3,322,878	3,508,848	4,130,257	3,965,945
Imported:												
Cattle hides, total	1,478,901	1,357,982	1,441,824	1,096,798	958,031	970,618	1,525,617	1,717,659	2,271,266	2,899,271	2,741,393	3,060,981
Steers	480,158	487,610	418,295	229,834	215,617	291,177	407,052	393,623	508,912	805,095	816,707	539,537
Cows	318,619	291,103	266,424	189,546	416,602	389,552	852,552	1,018,309	1,303,576	1,533,660	1,338,103	1,755,901
Bulls	4,899	13,568	13,271	10,357	6,625	9,591	42,870	9,293	81,851	65,812	71,221	61,532
Mixed	675,228	562,701	743,834	667,061	319,187	280,298	223,143	296,434	376,811	494,704	515,362	704,014
Calfskins	194,545	172,106	200,220	201,048	438,741	519,541	743,483	713,216	677,525	616,483	605,215	498,622
Kipskins	12,681	20,111	20,568	55,800	57,251	40,959	285,175	266,891	235,277	538,301	630,154	630,350
Sheep and lamb skins	5,527,077	4,895,735	2,366,753	2,315,088	5,151,901	4,331,895	4,330,653	3,512,060	3,801,007	5,152,397	5,992,673	5,432,767
Domestic and imported:												
Cattle hides	7,044,281	6,239,381	5,683,585	7,987,277	12,080,410	15,121,868	16,991,195	15,589,944	18,263,446	16,749,664	15,302,942	14,248,671
Kipskins	396,070	345,815	227,513	181,952	721,209	1,216,075	2,521,016	1,964,828	880,276	821,740	2,239,601	331,389
Calfskins	923,462	601,085	843,311	559,576	1,520,522	2,044,521	1,697,554	2,767,691	2,348,769	2,736,802	2,574,499	2,681,084
Horse and mule hides	110,993	87,551	93,785	85,132	100,660	81,743	94,604	135,608	166,950	218,573	171,786	246,676
Horsefronts, whole	13,564	18,258	65,986	45,212	52,897	35,731	52,647	42,881	25,532	64,398	104,803	133,286
Horsefronts, parts	180,915	124,452	173,145	149,241	149,529	136,401	122,173	175,979	140,403	173,107	290,761	336,065
Horse shanks	90,522	133,747	126,698	81,795	76,115	78,818	81,420	104,537	60,715	51,871	49,667	40,078
Colt, mule, donkey, etc.	6,372	4,457	12,357	9,810	5,375	5,298	4,405	4,791	4,035	7,060	8,865	7,629
Kangaroo and wallaby skins	305,900	353,161	170,264	185,816	506,309	659,705	556,921	522,839	458,808	492,674	817,268	827,529
Deer and elk skins	241,242	212,058	212,879	189,970	193,824	153,791	169,618	325,110	193,288	216,679	203,945	171,525
Buffalo hides	37,080	11,661	65,371	36,737	80,587	181,307	175,187	332,059	217,170	236,590	391,718	370,937
Pigskins (piece)	261,025	166,021	161,146	171,232	138,632	188,627	82,929	122,090	100,105	68,911	61,453	61,318
Pigskins (strips, pounds)	1,142,361	1,393,295	1,553,857	1,437,384	1,453,240	1,381,511	1,762,309	1,858,151	1,027,191	748,133	949,628	1,126,422
Alligator skins					10,988	100	1,731	3,081	22,456	17,685	13,380	1,199
Other hides and skins					4,128	501	6,839	3,852	1,907	208	3,421	29,602

DECLINE IN 1919 WOOL CONSUMPTION.

The consumption of wool in the United States during 1919 amounted to 627,000,000 pounds, grease equivalent, or about 5¾ pounds per capita. This is 113,000,000 pounds, or 15 per cent less than was used in 1918. The decrease is attributed in part to the fact that the 1918 consumption was unusually heavy in order to meet the demands of war, and in part to the inactivity of the industry during the early part of 1919, because of the cancellation of Government contracts, serious labor disturbances, and the readjustment to a peace basis.

Decrease in Medium and Coarser Wools.

An analysis of the table "Factory consumption of wool" shows that the decrease is confined wholly to the medium and coarser wools, the decrease in these grades being so pronounced as to offset a marked increase in the consumption of finer wools and a slight increase in the consumption of carpet wools. Of the total amount used, 34 per cent was fine, 18 per cent half blood, 16 per cent three-eighths blood, 16 per cent quarter blood, 4 per cent low, 11 per cent carpet, and 1 per cent of which the grade was not stated. The range in 1918 was 22 per cent fine, 16 per cent half blood, 17 per cent three-eighths blood, 30 per cent quarter blood, 8 per cent low, and 7 per cent carpet and grade not stated. The consumption according to class, combing relating to the worsted division and clothing relating to the woolen division of wool manufacture, appears practically constant for the two years, the percentages for 1919 being, combing 69 per cent, clothing 19 per cent; for 1918, combing 70 per cent, clothing 23 per cent.

The proportion of home-grown wools used in 1919 was greater than the preceeding year. Forty-eight per cent of the amount used in 1919 was domestic and 52 per cent foreign, compared with 40 per cent domestic and 60 per cent foreign for 1918. The figures arranged according to States show Massachusetts far in the lead with a total consumption of 226,185,679 pounds. Pennsylvania occupies second place with 76,518,829 pounds, and Rhode Island third with 65,277,132 pounds. The order in which the other principal wool manufacturing States follow is: New Jersey, New York, Connecticut, New Hampshire, Ohio, and Maine.

Carpet Manufacturing Renewed.

The increase in consumption of carpet wools indicates renewed activity in the carpet manufacturing industry and a recovery from the restrictions which existed during the war. The increase in consumption of the finer wools of limited supply, and the decrease in consumption of the medium and coarser wools of more abundant supply, reflect the preference of the public for goods of fine wool manufacture and the comparatively light demand for the less fashionable and less expensive goods made from coarser wools. The impression prevailing just after the signing of the armistice—that, in view of the wool famine existing during the war, a ready market would be found for whatever was offered in wool textiles—has been shattered completely.

Although the demand for the coarser grades has been falling off recently, and prices have been receding somewhat, the prices of these wools are still approximately 170 per cent above those of 1913, the fine wools show an advance of approximately 360 per cent, while the rise of the general average of all commodities is very much less than that.

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ANNUAL REPORT OF WOOL ENTERING INTO MANUFACTURE, 1919.

Quantities Entering into Manufacture According to Condition, Classes, and Grades.

Class and grade.	Grease.		Scoured.		Pulled.		Totals.	
	1919	1918	1919	1918	1919	1918	1919	1918
Fine.								
Combing:	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*
Domestic	78,174,886	48,963,791	656,054	428,731	1,132,256	1,536,973	79,963,196	50,929,495
Foreign	68,509,557	51,349,274	827,486	1,133,685	98,332	207,266	69,435,375	52,690,225
Clothing:								
Domestic	9,959,905	7,193,535	7,417,504	5,986,888	1,673,901	1,159,385	19,051,310	14,339,808
Foreign	4,702,211	7,145,148	13,275,401	8,829,438	133,238	353,674	18,110,850	16,328,260
½ Blood.								
Combing:								
Domestic	42,790,000	40,641,147	899,165	2,548,261	2,531,657	2,664,582	46,220,822	45,853,990
Foreign	29,725,706	32,485,354	413,166	1,065,356	37,794	427,021	30,176,666	33,977,731
Clothing:								
Domestic	5,459,656	4,476,118	6,700,733	5,568,164	2,174,494	1,762,535	14,334,883	11,746,817
Foreign	4,242,087	2,275,874	3,415,448	4,422,833	243,742	293,062	7,901,277	6,991,769
⅜ Blood.								
Combing:								
Domestic	32,701,231	34,930,801	2,065,066	4,789,735	3,809,887	3,778,397	38,576,184	43,498,933
Foreign	23,232,757	25,624,276	718,466	4,316,680	42,842	173,286	23,994,065	30,114,242
Clothing:								
Domestic	2,920,781	3,083,162	9,799,716	9,054,408	3,569,021	3,129,048	16,289,518	15,266,618
Foreign	1,149,719	3,157,167	4,510,971	6,638,218	286,059	979,938	5,946,749	10,775,323
¼ Blood.								
Combing:								
Domestic	27,929,780	34,596,327	1,838,705	2,867,804	2,164,620	1,921,580	31,933,105	39,385,711
Foreign	36,377,272	67,818,749	2,025,400	9,459,257	239,917	1,578,567	38,642,589	78,856,573
Clothing:								
Domestic	2,264,093	2,717,793	6,231,575	9,384,038	1,346,473	2,366,212	9,842,141	14,468,043
Foreign	1,492,621	4,400,292	5,629,940	43,822,775	259,510	1,199,728	7,382,071	49,422,795
Low or Lincoln.								
Combing:								
Domestic	1,339,481	5,746,697	308,266	396,194	66,368	77,132	1,714,115	6,220,023
Foreign	14,497,957	40,292,414	535,869	641,746	119,216	297,744	15,153,033	41,234,904
Clothing:								
Domestic	391,856	370,224	753,469	534,826	47,016	81,129	1,192,341	986,179
Foreign	284,230	372,079	1,831,164	1,136,118	22,420	94,044	2,137,814	1,602,241
Carpet.								
Combing, foreign	24,672,927	16,413,446	1,280,480	1,176,107	321,126	177,527	26,274,533	17,767,080
Filling, foreign	28,746,651	15,703,053	4,404,626	2,777,608	2,223,164	1,277,312	35,374,441	19,757,973
Grade not stated.								
Domestic	1,968,378	1,513,618	310,453	586,182	76,698	78,957	2,355,529	2,177,857
Foreign	176,809	170,295	158,768	474,919	748,390	120,217	1,083,967	765,431
Total:								
Domestic	205,960,047	184,236,213	36,980,706	42,085,231	18,592,391	18,552,030	261,473,144	244,873,474
Foreign	237,810,504	267,207,421	39,027,176	85,897,740	4,775,750	7,179,386	281,613,430	360,284,547
Grand total	443,710,551	451,443,634	76,007,882	127,982,971	23,368,141	25,731,416	543,086,574	605,158,021

Quantities Entering into Manufacture According to States in Which Manufactured.

State.	Grease.		Scoured.		Pulled.		Totals.	
	1919	1918	1919	1918	1919	1918	1919	1918
	Pounds.	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*
Massachusetts	192,197,003	208,630,967	28,076,211	53,054,741	5,912,465	6,211,604	226,185,679	267,897,312
Pennsylvania	65,328,675	63,277,130	7,621,265	9,007,819	3,568,889	4,167,065	76,518,829	76,452,014
Rhode Island	57,468,059	57,961,196	3,066,921	4,594,409	4,742,152	4,613,199	65,277,132	67,168,804
New Jersey	49,683,607	59,105,090	1,759,600	3,049,913	296,660	922,376	51,739,867	63,078,379
New York	32,609,854	26,979,370	6,514,633	11,418,282	3,222,541	2,239,628	42,347,028	40,637,280
Connecticut	6,951,896	6,709,014	9,134,283	9,551,352	1,889,907	2,525,167	17,976,086	18,785,533
New Hampshire	13,693,038	2,988,166	3,501,059	14,785,010	591,033	843,749	17,785,130	18,616,925
Ohio	13,541,493	14,138,279	391,612	484,400	391,441	485,822	14,324,546	15,108,501
Maine	3,111,358	2,850,829	4,957,187	6,612,569	1,111,799	951,128	9,180,344	10,414,526
Total	434,584,983	442,641,041	65,022,771	112,558,495	21,726,887	22,959,738	521,334,641	578,159,274
Other States	9,125,568	8,802,593	10,985,111	15,424,476	1,641,254	2,771,678	21,751,933	26,998,747
Grand total	443,710,551	451,443,634	76,007,882	127,982,971	23,368,141	25,731,416	543,086,574	605,158,021

AUSTRALIAN PLANS FOR MARKETING WOOL.

According to a cablegram from the American Consul at Sydney, Australia, the marketing of the wool clip of next season will probably be arranged under a scheme whereby brokers will limit offers in accordance with the requirements of the buyers and the position of the world's market. No further pool schemes are in contemplation and the industry desires to return to prewar conditions as quickly as possible. The present wool contract with the British Government ends on June 30, 1920.

DAIRY AND POULTRY

BUTTER MARKET UNSETTLED.

The butter market during the week ending January 31 was unsettled, with a tendency toward slightly lower prices as shown by an average price decline of 0.18 cent under the previous week at the five important markets, New York, Chicago, Philadelphia, Boston, and San Francisco. Sentiment appeared to be the ruling factor and it served to upset the normal working of supply and demand. With receipts lighter than for the previous week and much lighter than for the corresponding week last year, with a material increase in the consumptive demand and a shortage in the available trading stocks necessitating comparatively heavier storage withdrawals, the market from the technical standpoint was in excellent condition and in line for higher prices.

On the other hand, with the effect on the market of the recent receipts of Danish butter still fresh in mind, it is not surprising that the trade exhibited nervousness in anticipation of the arrival of the shipments due early in February, variously estimated at from 280,000 pounds to 560,000 pounds. However, unless prices advance this consignment may have little effect on the market because it costs from 62 to 65 cents f. o. b. New York, and the market is in better shape to absorb it.

With storage withdrawals for the week amounting to 3,727,800 pounds it appears that the warehouses will be emptied before the beginning of the new season unless as rumored, some of the storage butter held for foreign account is offered for sale on this side. The removal of storage stocks has been accelerated by the inferior quality of the current receipts.

The outlook for the immediate future varies but little from the preceding week, and the slight decrease in prices was apparently based on sentiment rather than on economics. Compared with the corresponding week last year the price averaged 14.74 cents higher at the five markets. It is safe to assume that, as soon as weather conditions permit larger production, prices will decline. This may be hastened by imports from Denmark at a cost of 56½ to 57 cents f. o. b., New York, and by turning foreign-owned storage stocks into our markets.

CHEESE MARKET CONTINUES QUIET.

Trading on the cheese market during the week ending January 31 was very quiet with the exception of increased domestic demand for the smaller styles. While wholesale transactions were generally lacking, jobbing trade improved to meet the consumptive demand, but was primarily based on immediate needs. Current receipts averaged fair or lower in quality. The off-grades ranged as much as 7 cents below the price for fancy flats.

Holders of cheese were in a very uncomfortable predicament. Stocks on January 31 were nearly three times as large as on the same date last year and consisted largely of inferior quality cheese. With export orders as elusive as ever and the season for removing storage holdings rapidly drawing to a close, it appears that the dealers may have considerable stock of poor cheese left on hand. Their only hope seems to be in immediate and large export orders. While there has been some export inquiry, exporters have not been sufficiently interested to purchase large quantities at current quotations. Prices at present are such as to allow very little if any profit. Hence, the cheese holders' alternative seems to be based on the means of minimizing his losses, either by disposing of all possible stocks at present prices, or by reducing prices below cost in the effort to move all stocks.

STATISTICAL REVIEW OF FIVE PRINCIPAL MARKETS FOR WEEK ENDING JAN. 31.

[New York, Chicago, Philadelphia, Boston, and San Francisco.]

Butter Review.

WHOLESALE PRICES (PER POUND), CREAMERY BUTTER, 92 SCORE.

	New York.	Chicago.	Philadelphia.	Boston.	San Francisco.
Monday	64	61	65	64½	63
Tuesday	64	62	64	64	64½
Wednesday	62	59½	62½	63	63½
Thursday	62	60½	62½	63½	64
Friday	63	61¼	63	64	65
Saturday	64	61¼	63½	64	65
Average for week	63.16	61.41	63.41	63.75	64.00
Previous week	64.16	64.10	64.58	63.83	60.00
Corresponding week last year	48.91	47.42	49.00	51.08	45.66

COLD-STORAGE MOVEMENT OF BUTTER AT FIVE MARKETS.

	Week ending Jan. 31.	Previous week.	Last year.
	Pounds.	*Pounds.*	*Pounds.*
Put into cold storage	299,146	231,060	2,526,343
Withdrawn from storage	3,727,800	2,250,914	1,392,932
Increase or decrease during week	−3,428,654	−2,019,854	+1,133,411
Total holdings	29,147,319	32,575,973	20,604,312

RECEIPTS OF BUTTER AT FIVE MARKETS.

	Pounds.
Week ending Jan. 31	4,138,139
Previous week	6,754,218
Corresponding week last year	8,068,825

Cheese Review.

WHOLESALE PRICES (PER POUND) AMERICAN CHEESE, NO. 1 TWINS.

	New York.	Chicago.	Boston.	San Francisco.[1]	Wisconsin.
Monday	31-32	30-30½	32-33	27	.....
Tuesday	31-32	30-30½	32-33	28½	31
Wednesday	31-32	30-30½	32-33	28½	30
Thursday	31-32	30-30½	32-33	27½	31
Friday	31-32	30-30½	32-33	27½	31
Saturday	31-32	30-30½	32-33	27½	29½
Average for week	31.50	30.25	32.50	27.75	30.50
Previous week	31.50	30.46	32.50	30.50	30.25

[1] Flats.

COLD-STORAGE MOVEMENT OF CHEESE AT FIVE MARKETS (POUNDS).

	Week ending Jan. 31.	Previous week.	Last year
Put into cold storage	234,112	134,385	429,437
Withdrawn from storage	1,019,432	958,221	426,282
Increase or decrease during week	−815,321	−823,836	+3,155
Total holdings	18,080,702	18,895,811	[1] 6,181,403

[1] Of this amount 1,919,360 pounds was not American cheese and will not be included in future reports. This amount was erroneously reported by a storage firm.

RECEIPTS OF CHEESE AT FIVE MARKETS.

	Pounds.
Week ending Jan. 31	2,562,068
Previous week	2,096,247
Corresponding week last year	2,607,167

Egg Review.

COLD-STORAGE MOVEMENT OF EGGS AT FIVE MARKETS (DOZEN).

	Week ending Jan. 31.	Previous week.	Last year.
Put into cold storage	187,890	111,540	21,810
Withdrawn from storage	4,296,870	4,151,430	1,831,260
Decrease during week	−4,108,980	−4,039,890	−1,812,450
Total holdings	6,447,780	10,556,760	1,931,970

RECEIPTS OF EGGS AT FIVE MARKETS.

	Dozen.
Week ending Jan. 31	4,439,880
Previous week	3,559,560
Corresponding week last year	4,061,400

Dressed Poultry Review.

COLD-STORAGE MOVEMENT OF DRESSED POULTRY AT FIVE MARKETS (POUNDS).

	Week ending Jan. 31.	Previous week.	Last year.
Put into cold storage	2,126,339	2,423,607	2,466,552
Withdrawn from storage	3,845,324	2,861,804	2,068,171
Increase or decrease during week	−1,718,985	−438,197	+398,381
Total holdings	66,250,391	67,969,376	71,653,394

RECEIPTS OF DRESSED POULTRY AT FIVE MARKETS.

	Pounds.
Week ending Jan. 31	4,084,769
Previous week	4,095,556
Corresponding week last year	5,562,393

JANUARY MEAT TRADE.

(Continued from page 83.)

beef steers at Chicago and Kansas City ranged from $10 to $14 and on January 30 from $11 to $13.50, indicating a narrower range of quality in the offerings toward the close.

In contradistinction to the trend of beef prices, the marketing of lambs was a prominent feature of the month's trading. Under a regular demand good and choice grades of lambs advanced $6 per 100 pounds from January 2 to January 30 with an uneven advance ranging from $4 to $8 on medium and common grades. During the same period the advance in live lamb values at Chicago ranged from $2.80 to $3 and at Omaha from $2.75 to $3.40 per 100 pounds. Compared with one year ago the month's closing prices on dressed lambs are $7 higher and live values $4.25 higher. Importations of Argentine lambs began to make their appearance in the New York market about the middle of the month. Considering the quality of the offerings, which compared very favorably with the better grades of lambs slaughtered in the United States, the volume of the importations will have a direct effect on the local markets.

The broad demand for veal at the principal consuming centers was a dominating factor which resulted in a regular and healthy advance in prices with the high spot for the month reached near the close and a new high record established for the season.

Prices of fresh pork cuts showed continual fluctuations with the highest level reached during the third week. A comparison of opening and closing prices shows New York and Boston approximately $2 higher with practically no variation at Chicago and Philadelphia. Notwithstanding further depreciation in the foreign exchange rates the exportations of cured pork and pork products was on the increase. All available records for the month compare very favorably with any recent month and indicate a substantial increase in the volume of pork products exported. This was also a factor in strengthening the domestic markets and caused an upward trend in wholesale prices of hams, bacon, and lard.

FRUITS AND VEGETABLES

MARKETS IRREGULAR.

Leading Lines Weaker In Producing Sections, But Some Values Well Maintained.

For the week ending January 31, potatoes and cabbage showed a decline in prices. Apple and onion values were maintained. Sweet potatoes advanced somewhat and lettuce declined. Shipments for week closing January 26 were 7,143 cars compared with 7,811 for previous week.

Potatoes Generally Weaker.

The potato market showed a downward trend at shipping points, prices declining from 5 to 50 cents. Wisconsin, Michigan, and Minnesota No. 1 round whites dropped 5 cents to a range of $4.35 to $4.55 per 100 pounds, sacked, f. o. b. shipping points, but held steady in middlewestern jobbing markets at $4.85 to $5 per 100 pounds.

New York sacked round whites closed in producing sections at $4.03 to $4.27 per 100 pounds, sacked, f. o. b., compared with last week's closing price of $4.40 to $4.77. This stock advanced somewhat in middlewestern markets, ranging $4.85 to $5.15, this top figure being about 15 cents higher than that of last week. Baltimore jobbing prices were lower than the middlewestern quotations, ranging $4.50 to $4.65.

Maine Green Mountains were the only ones to advance at shipping points, showing a gain of 5 cents with a range of $4 to $4.05 per 100 pounds, bulk, f. o. b. shipping points, and were quoted in New York during the week at $4.85 to $5, closing at $4.70 to $4.85. Colorado and Idaho Rurals and Russets were weaker at shipping points and closed mostly at $3.75 for sacked Rurals compared with $3.90 to $4 last week, and at $3.90 for Russets, wagonloads, cash to growers, against $4 to $4.10 last week. Chicago jobbing sales for this stock ranged $5.50 to $5.75.

Shipments for week closing January 26 were 2,515 cars compared with 2,817 the previous week and 2,863 a year ago. A preliminary forecast of commercial acreage of early Irish potatoes in eight early producing States indicates an acreage of 87,550 for 1920, compared with 78,400 last year, according to the Bureau of Crop Estimates.

Cabbage Prices Lower.

The market closed lower at western New York shipping points. New York Danish seed closed at $80 to $100, mostly $85 to $90 per ton, compared with last week's closing price of $95 to $105, f. o. b. Most consuming markets ranged $100 to $120, compared with $110 to $125 last week. Wisconsin Holland seed closed in Chicago at $105 to $110. California Winningstadt ranged in New York and Boston markets at $5 to $5.50 per crate.

In the new cabbage market Florida Wakefields were slightly weaker in most eastern markets at $3 to $3.25 per 1½ bushel hamper, compared with $3 to $3.50 last week. Shipments of old cabbage for week closing January 26 were 236 cars, a decrease of five from the previous week. New York shipped 193 cars. Movement of new cabbage, 148 cars, a gain of 11. Florida shipped 85 cars.

Apple Values Maintained.

Movement was limited and few sales were made at western New York shipping points on account of car shortage. The market was dull, but prices held generally steady. New York Baldwins A 2½ were quoted at $7.50 f. o. b., and A and B 2½ mixed at $6.50 per barrel from cold storage. In Chicago A 2½ Baldwins advanced about 50 cents over last week, prices ranging $8 to $8.50 and held in Cleveland at $9 to $9.50. Southeastern York Imperials, A 2½, closed at $6.50 to $8.50 per barrel in eastern markets. Middlewestern Ben Davis ranged $6 to $6.50 in Chicago and middlewestern Jonathans, at $8.50 to $9.

Northwestern extra fancy boxed Winesaps at Yakima and Wenatchee shipping points ranged $2.60 to $3, cars f. o. b., usual terms. Jobbing sales for this stock closed in New York at $2.75 to $3.25. Washington and Idaho extra fancy Jonathans ranged mostly $3 to $3.50 in most middlewestern jobbing markets, compared with $2.75 to $3.25 last week and were quoted in New York at $2.75 to $3.25 as against last week's price of $2.75 to $3.

Shipments of barreled apples for week closing January 26 were 245 cars, a gain of 25 cars as compared with 729 cars for same week a year ago. New York shipped 123 cars and Virginia 57. Movement of northwestern boxed apples, 602 cars, a decrease of 60. For same week last year 206 cars were shipped.

Onions Firmer.

Prices advanced somewhat and consuming markets showed a steadier tone, although at western New York shipping points movement continued draggy. Yellow varieties recovered 25 cents, closing at $5.50 to $5.75 per 100 pounds f. o. b. western New York shipping points. During the past week or fortnight there has been little demand or inquiry and conditions have weakened rapidly, one of the chief reasons being the supplies of imported Spanish Valencias in consuming markets. A very few sales of medium to large Eastern yellow stock were made at $5.25 to $5.75 f. o. b. shipping points, but hardly enough to make a market. The situation at present is very weak, with almost no trading.

When compared with supplies in other States, the holdings in New York State appear perhaps large, according to a local representative of the Bureau of Markets, some believing that there are as many and perhaps more onions stored in New York than in any other State at present; however, when the present holdings are compared with those of other years the supply in that section seems by no means overliberal. The time is rapidly approaching when owners will begin to experience the first of the heavy shrinkage period. Not all the stock is held in cold storage, and in some sections holdings are reported to be keeping poorly. Some owners probably will move stock freely when there is an improvement in the car situation and weather conditions. In most consuming markets middlewestern yellow stock ranged $6 to $6.50, but Chicago quoted $5 to $5.50. Eastern yellow stock was steadier in consuming markets, ranging mostly $6 to $6.25. Shipments for week ending January 26 decreased to 255 cars from 291 last week.

Other Fruits and Vegetables.

Sweet potatoes show some gains in a few jobbing markets. New Jersey yellow varieties ranged $2.25 to $2.85, an advance of 10 to 25 cents per bushel hamper. Tennessee Nancy Halls ranged slightly higher in leading middlewestern markets at $2 to $2.15, and were about steady in other sections at $1.75 to $2.35.

Florida Big Boston lettuce declined 15 to 40 cents at shipping points, ruling 75 cents per 1½-bushel hamper, with heavy supplies and limited demand and movement. It was lower also in eastern distributing markets at $1 to $1.75, but showed little change in middlewestern cities at $1.50 to $2.50. California Icebergs declined 50 cents to $1 and ranged $1.50 to $3.50 per crate.

Florida Golden self-blanching celery was quoted at shipping points at $4.50 to $5 per 10-inch crate of 4 to 6 dozen bunches, and ranged at $5 to $7.50 in consuming markets. California Golden Hearts, bleached, were steady at $8.50 to $10 per crate of 7 to 10 bunches in a few distributing centers.

PRICES TO JOBBERS OF CERTAIN FRUITS AND VEGETABLES.

Week Ending Monday, Feb. 2.

POTATOES, NO. 1 WHITE.
(Sacked, per 100 pounds.)

Market.	This week.	Last week.	Year ago.
New York..	[1] $4.60-$5.00	[1] $4.45-$5.00	[1] $2.00-$2.35
Baltimore..	4.50- 4.65	4.35- 4.65	2.00- 2.40
Boston.....	4.50- 4.65	4.35- 4.50	2.25- 2.40
Chicago.....	[2] 4.50- 4.85	[2] 4.70- 5.00	[2] 1.50- 1.75
Kansas City.	[2] 4.90- 5.00	4.65	1.85
St. Louis...	4.55- 4.85	4.60- 5.00	1.70- 1.85
West N. Y.[3]	4.00- 4.50	4.35- 4.77	1.82- 1.87
Wis., Mich., and Minn.[3]	4.25- 4.50	4.40- 4.60	1.40- 1.60

SWEET POTATOES, YELLOWS, NEW JERSEY AND TENNESSEES.
(Bushel hampers.)

New York..	$2.75-$2.85	$2.60-$2.75	$2.00-$2.75
Baltimore..	2.25- 2.40	2.00- 2.35	2.15- 2.25
Boston.....	2.50- 2.65	2.50	2.50- 2.60
Chicago.....	2.00- 2.75	2.60- 2.75	2.00- 2.50
Kansas City.	1.50- 1.85	1.75- 2.00	2.25- 2.40
St. Louis...	2.00	1.85- 2.00	2.25

APPLES, NEW YORK BALDWINS, A 2½.
(Barrels.)

New York..	$7.50-$8.75	$7.50-$8.75	$7.00-$8.00
Baltimore..	[4] 8.00- 8.50	[4] 8.00- 8.50	7.50- 7.75
Boston.....	.....	.....	6.00- 7.50
Chicago.....	8.00- 8.50	7.50- 8.50	7.00- 7.50
Kansas City.	[5] 7.00- 7.50	[5] 7.00- 7.25	[5] 6.75- 7.00
St. Louis...	[5] 7.00	[5] 7.00	[5] 6.50- 8.00
West N. Y.[3]	7.50	[6] 6.50- 6.75	7.00- 8.00

APPLES, NORTHWESTERN JONATHANS AND WINESAPS, EXTRA FANCY.
(Boxes.)

New York..	$2.75-$3.25	[7] $2.75-$3.25	$3.25-$4.00
Boston.....	3.00- 3.50	.....	3.50- 3.75
Chicago.....	3.00- 3.25	2.75- 3.25	3.25- 3.75
Kansas City.	2.75- 3.00	2.75- 3.00	3.25- 3.50
St. Louis...	[7] 2.75	[7] 2.65- 2.75	3.25- 3.50
F. o. b. N. W. shipping points....	2.60- 3.00	2.60- 3.00	2.90- 3.25

ONIONS, NO. 1 YELLOW AND RED.
(Sacked, per 100 pounds.)

New York..	$6.15-$6.25	$5.50-$6.25	$2.00-$2.50
Baltimore..	6.25- 6.50	6.25- 6.75	1.75- 2.25
Boston.....	6.00- 6.25	5.75- 6.50	2.00- 2.25
Chicago.....	5.00- 5.50	5.00- 5.75	2.00- 2.25
Kansas City.	6.00- 6.25	6.00- 6.50	2.25- 2.35
St. Louis...	6.00- 6.25	6.00- 6.25	1.75- 2.25
West N. Y.[3]	5.25- 5.75	5.25- 5.50	1.85- 2.10

CABBAGE, DANISH AND HOLLAND SEED.
(Bulk, per ton.)

New York..	$100.00-$120.00	$100.00-$120.00	$15.00-$25.00
Baltimore..	90.00-110.00	90.00-120.00	15.00- 25.00
Boston.....	[8] 6.25- 6.50	[8] 6.50	[8] 1.50- 1.75
Chicago.....	105.00-110.00	105.00-115.00	20.00- 24.00
Kansas City.	[1] 7.00	[1] 6.50- 7.00	[1] 1.25- 1.50
St. Louis...	.....	115.00-120.00	18.00- 25.00
West N. Y.[3]	75.00-100.00	95.00-110.00	21.00- 23.00

[1] Bulk per 100 pounds.
[2] Car-lot sales.
[3] F. o. b. shipping point.
[4] Southeastern York Imperials.
[5] Middlewestern Ben Davis.
[6] Mixed A 2½ and B 2½ grades.
[7] Auction sales.
[8] Bulk per barrel.

NEW YORK ONION SEASON.

The situation on Yellow Globe onions in western New York at present is not entirely satisfactory to interested persons. The market is weak, trading is extremely dull and but very few sales are being made, practically all of the movement being in mixed cars, consigned or rolled joint account with dealers in consuming markets.

At the end of October it was reported that around 75 to 85 per cent of the crop in western New York was out of the hands of growers and owned by dealers in consuming centers, primarily, and by dealers in western New York. Some growers stored their best stock when they could not sell at $2 per bushel or better. Practically most of the buying from growers was during September and October at prices ranging from $1.25 to $1.85 per bushel, bulk, advancing with time; with perhaps the bulk of sales being made at $1.50 to $1.85 per bushel, bulk, and some at $2. Later higher prices were paid for small lots.

On account of unfavorable growing conditions, thrip injury, etc., much of the crop averaged around medium size and some small. Much of this ordinary small stock was shipped early and the best was stored; however, for various reasons some dealers stored perhaps close to 300 cars of Australian Brown onions in western New York storages late in the fall of 1919. But few of these have been moved to date.

The market in October opened quiet with a light demand and remained so until practically the last week of the month. With many shipping and small to average size, fair quality stock on consignment or joint account, consuming markets were kept well supplied and the demand for purchase was light. Towards the latter part of October with most of the stock stored, cooler weather and more favorable marketing conditions, the demand for good stock improved and caused higher prices. Firmer conditions prevailed with the market closing at $3.75 to $5 for the best No. 1 medium to large size. The opening prices in November were $3 to $3.75, mostly $3.35 to $3.50, the approximate car-lot movement from New York during the month being 300 cars.

The market opened firm in November at $4 to $4.10 for strictly No. 1 medium to large best stock. Conditions strengthened and prices advanced gradually with the shipments also increasing. By the middle of the month shipments were very liberal. The demand was brisk but a car shortage retarded the movement somewhat and with growers and shippers holding for higher prices, the market was strong at $4.50 to $4.75 for best No. 1 medium to large with an occasional car of Fancy at $5. By the end of November prices had advanced to $5 to $5.50, mostly $5.25 to $5.50 for best medium to large with a strong market despite the heavy movement of approximately 525 cars from New York during the entire month.

The market opened firm during the first week in December with a good demand at $5.50 to $5.75, occasionally $6 for Fancy. During the week previous to the Christmas holidays the demand fell off and but few sales were made. However, these were at slightly higher prices being mostly around $6 for best No. 1 medium to large. The market closed in December with a limited demand, principally on account of the season of the year, but conditions remained firm at $5.50 for mediums, and $6 to $6.25 for best No. 1 medium to large. Shipments from New York in December were lighter than those of the previous month (November) being approximately 260 cars.

During the first week in January most sales were made around $6 for best, but with a limited demand and until the middle of January prices remained practically unchanged. The demand was only fair and the number of sales below average. Since the middle of January the demand has gradually lessened, the market has shown almost daily signs of weakening, and only a very few sales have been made. The shipments from January 1 to 15 were approximately 115 cars. Of late many of the shipments have been consigned or rolled joint account.

CAR-LOT SHIPMENTS OF FRUITS AND VEGETABLES.

Commodity.	Week of Jan. 25-31, inclusive.		January.		December.		November.		Season to Jan. 31.	
	This season.	Last season.	1920	1919	1919	1918	1919	1918	1919	1918
Apples:										
Boxed	577	287	2,725	1,062	3,128	3,088	9,867	6,380	34,765	23,365
Barreled	326	760	1,109	2,732	1,725	3,160	4,742	7,134	34,150	39,584
Cabbage	488	379	1,842	2,182	1,313	1,371	2,342	3,296	23,150	28,113
Cauliflower	221	212	765	442	396	156	230	544	1,662	1,231
Celery	186	86	850	616	1,085	1,013	1,165	938	6,445	6,222
Dry beans	123	135	659	692	741	862	889	839	3,753	3,549
Grapefruit	411	267	1,242	1,041	724	696	1,450	1,007	4,279	3,915
Lemons	183	186	521	568	184	724	423	649	1,986	2,852
Lettuce	541	232	1,886	767	891	628	565	319	3,322	1,569
Mixed and bunched vegetables	240	125	1,205	708	1,056	[1] 137	1,180	[2]	1,576	866
Onions	276	351	1,212	1,488	980	1,017	1,693	2,410	17,847	20,001
Oranges	1,082	1,381	5,487	6,664	6,976	7,148	4,344	4,335	16,461	18,667
Sweet potatoes	273	250	1,305	1,123	1,433	1,232	2,310	1,500	11,953	8,616
Tomatoes	90	13	190	39	31	23	401	281	237	54
White potatoes	2,616	2,628	11,775	12,650	8,637	8,757	15,741	15,310	126,558	129,433
Total	7,633	7,292	32,773	32,774	29,300	30,012	47,342	44,942	288,144	288,037

[1] Incomplete. [2] Unavailable.

EASTERN BEAN SITUATION.

The crop of dry beans in western New York is almost entirely out of the hands of growers. In 1918, unsatisfactory yield, unusual dampness of stock causing heavy shrinkage, considerable poor to ordinary quality stock, and very unsatisfactory prices owing to marketing conditions, all tended to cause great dissatisfaction among growers who usually plant heavily, and they put in a comparatively light acreage in 1919. During late years the crop seems to have decreased steadily.

This year, with a greatly reduced acreage, the yield was large and very satisfactory, with the quality showing fine. Only a very light shrinkage was experienced and general conditions were so favorable that some regretted having not planted at least their usual acreage.

By the middle of October practically the entire crop of beans had been harvested, although very little threshing was done until later, most of the growers being busy with work on grain. At the time it was estimated that many crops of Peas and Mediums, also Yellow Eyes, averaged around 18 to 20 bushels per acre, with some White Marrows and White Kidneys as high as 20 to 25 bushels per acre. About the middle of October estimates of shrinkage showed around 4 pounds per 100 pounds, as against 7 to 8 pounds last season.

Prices to growers during October, 1919, ranged as follows: Hand picked, recleaned basis, bulk per 100 pounds, Peas, Mediums and Yellow Eyes around 5½ cents per pound, a few White Marrows around 9 cents and Red Kidneys around 11 cents per pound. The f. o. b. quotations at that time were as follows: Wire orders, Rochester and common rate points, hand picked, recleaned, per 100 pounds sacked, Peas, Mediums and Yellow Eyes 7 to 7½ cents, White Marrows 11 to 11½ cents, Red and White Kidneys 13 to 13½ cents, with the demand only fair, although the market was firm.

From that time until the present, the demand has been fair to good. Lately the demand seems to have increased slightly and the market shows a firm undertone. Practically all shipments are moving in less than car lots at around the following prices at present; f. o. b. Rochester, common rate points, recleaned hand picked basis, Peas and Mediums $7.50 to $8, mostly $7.75 to $8, Yellow Eyes around $9, Red Kidneys around $14.50, White Marrows around $11.75 and a very few White Kidneys as high as $14.50 to $15.

Remaining supplies seem to be light and it is reported that an attempt is being made to take steps to insure sufficient seed for next season.

BOXED APPLES MOVING SLOWLY.

Boxed apple holdings in the Northwest are being reduced very slowly. Although definite figures are not available, probably not one-quarter of the stock held on the first of the year has been moved since that time. According to a local agent of the Bureau of Markets perhaps 7,000 to 8,000 cars are still at points of shipments and in storage in Portland and Seattle.

Reports of f. o. b. sales are light and a very large percentage of the shipments are being rolled unsold and consigned. The comparatively wide range which is reported in the price of rollers reflects the condition of the market. Stock showing overripeness and the effects of freezing is another cause for the wide range in prices and affects the market adversely. Reports are current that some of the softer varieties still remain to be shipped. Rome beauties have been and are moving in larger quantities than any other variety, but very few Newtowns and comparatively few Winesaps have been rolled.

COMPARATIVE SHIPMENTS OF FRUITS AND VEGETABLES.

Is the movement of truck crops increasing from season to season? Records of shipments as telegraphically reported by the railroads to the Bureau of Markets show larger totals. There were 521,481 cars of fruits and vegetables recorded in the shipping season of 1918-19 which includes the months in which the crops of 1918 were moved. The total in 1917-18 was 454,017 cars and in 1916-17 it was 367,050 cars. For the present shipping season, as yet incomplete, the movement to December 31 was 433,800 cars compared with 384,215 cars to December 31 of the preceding season.

Actual gains over recent years are less than these figures seem to show because reports of the 1916-17 and 1917-18 seasons were incomplete and did not include all of the lines of fruits and vegetables on which reports are now being received. Allowing for this incompleteness, the volume differs only moderately from season to season, decreases of some crops being offset by gains in others.

After allowance has been made for incompleteness in the reports, the volume of leading fruits and vegetables is not far from 500,000 cars for the average shipping season. Reports by mail, including a number of less important fruits, vegetables, and dried produce, and also mixed car lots, indicate that these numerous but much smaller lines amount to about 250,000 cars per year. The total movement of all lines of fruits and vegetables averages about 750,000 cars per year which are worth at their destination probably three quarters of a million dollars.

The following table of shipments by seasons shows the telegraphic reports of the 30 leading lines of fruits and vegetables as tabulated from season to season together with the reports of the present season to the end of the calendar year.

Shipments of fruits and vegetables by seasons.

Commodities.	To Dec. 31—		Season 1918-19	Season 1917-18	Season 1916-17
	Season 1919	Season 1918			
Apples:					
Boxed	31,975	22,303	25,581	27,669	22,377
Barreled	32,217	34,881	44,398	39,737	31,670
Cabbage	20,904	25,667	29,360	[1] 21,102	13,432
Cauliflower	855	789	[1] 2,311	(2)	(2)
Cantaloupes	22,021	13,619	13,619	17,430	16,984
Celery	5,524	5,606	6,385	7,654	5,946
Cucumbers	4,187	2,757	2,757	(2)	(2)
Dry beans	3,068	2,868	7,521	(2)	(2)
Eggplant	116	272	272	(2)	(2)
Grapes	30,360	20,915	20,915	21,379	16,568
Grapefruit	3,029	2,874	6,462	[1] 3,147	(2)
Green peas	267	691	691	(2)	(2)
Lemons	1,465	2,281	9,532	[1] 5,030	(2)
Lettuce	7,209	7,518	7,518	4,948	1,760
Mixed and bunched vegetables	12,750	(2)	(2)	(2)	(2)
Mixed deciduous fruits	2,600	3,313	3,694	(2)	(2)
Onions	16,634	18,479	22,550	21,035	14,625
Oranges and tangerines	10,759	12,003	50,654	[1] 21,878	(2)
Peaches	30,897	20,409	20,409	27,237	23,083
Pears	16,085	10,169	10,169	11,616	8,416
Peppers	788	1,005	1,005	(2)	(2)
Plums and prunes	3,207	2,745	2,756	(2)	(2)
Radishes	221	392	392	(2)	(2)
Strawberries	8,046	8,452	8,452	15,065	16,235
String beans	1,609	2,092	2,092	(2)	(2)
Spinach	2,913	2,115	[1] 2,115	(2)	(2)
Sweet potatoes	10,620	7,493	10,540	10,657	(2)
Tomatoes	14,189	15,459	15,459	13,910	14,749
Watermelons	30,904	20,392	20,392	31,503	31,590
White potatoes	114,470	116,653	176,480	161,720	146,614
Total	433,800	384,215	524,481	[1] 454,017	367,059

[1] Probably incomplete. [2] Unavailable.

SOUTHERN IDAHO POTATOES.

The market at Idaho Falls during January has been generally strong with violent fluctuations over a 25 to 50 cent range due to variable wagonload receipts and keen competition among local buyers with some speculative buying. On January 25 a new high mark for the season was established, $1 for Rurals and $1.10 for Russetts, per 100 pounds sacked, U. S. Grade 1 in wagonloads, cash to growers. On the same day last year Rurals were selling for $1 and Russetts for $1.10. The growers are selling freely, but hauling has been retarded by cold weather during the first 20 days of the month and by bad roads occasioned by the thawing weather of the last 10 days of the month. However, the hauling has been adequate for the supplies of cars available and the orders on hand.

The heavy demand and high prices for Idaho stock in the California markets that prevailed through December continued through the first half of January. During the last half the movement was mostly to eastern and southern points as the California markets declined under the accumulation of supplies and a slow demand. A boycott on potatoes in California by the Consumers' League is held responsible by the trade for much of the reduced demand.

The Bureau of Crop Estimates has reckoned the commercial crop for this territory for this season at 6,380 cars. No official estimates of the number of cars remaining to be shipped are available, but the trade generally estimate supplies for the State at 1,600 to 1,800 cars, mostly in the growers' hands. The Caldwell district has been cleaned up for several weeks and the Burley-Twin Falls district is rapidly cleaning up. On January 31, 1919, there were 2,898 cars in the State that were shipped later according to the reports of the railroads to the Bureau of Markets.

There is an active demand for seed in limited amounts at prices slightly above table stock. An occasional car of smooth table stock is being resorted and sold for seed at 50 to 75 cents advance over table stock prices. This stock generally shows more or less disease, principally Fusarium. There is practically no stock grown for seed that can be guaranteed disease free.

POTATOES IN WESTERN NEW YORK.

During the two weeks preceding January 25 snow fell on 10 different days in western New York. At least three storms were heavy, two of them being practically blizzards. At present there is a deep covering of snow over most of western New York and in many sections the roads are practically impassable.

The following statements refer to the two weeks' marketing period previous to January 25. During these two weeks the most severe weather of the winter has been experienced in western New York. The market (f. o. b. Rochester and common rate points, per 100 pounds sacked) on January 12 was $3.85 to $4.22 mostly $4 to $4.10; advanced January 13 to $4 to $4.27, mostly $4 to $4.15; advanced January 14 to $4 to $4.28, mostly $4.15 to $4.25; on January 15 ranged $4.10 to $4.25, mostly $4.10 to $4.20; advanced January 16 to $4.15 to $4.32, mostly $4.15 to $4.25; advanced January 17 to $4.18 to $4.38, mostly around $4.25; advanced January 19 to $4.25 to $4.50, mostly $4.25 to $4.35; advanced January 20 to $4.35 to $4.60, few $4.78, mostly $4.40 to $4.55; ranged mostly $4.42 to $4.52 January 21; advanced January 22 to $4.40 to $4.77, mostly $4.50 to $4.60; ranged $4.50 to $4.75, mostly $4.50 to $4.60 on January 23, and closed Saturday January 24 at $4.50 to $4.70 mostly $4.50 to $4.55.

The ten days of snow interfered with loading, and on the days when no snow fell it was generally too cold for growers to haul freely. Often it was almost impossible for growers to haul anywhere the amount required by dealers, and some days practically nothing was hauled. Considerable of the loading was from storages located at shipping stations and many of these were quickly emptied.

As shown by the above figures, prices during the past two weeks have advanced almost daily because of the prevention of hauling and loading on account of weather conditions at shipping points and the very brisk demand from consuming centers which in turn was caused chiefly by light supplies. Strong advices from the Middle West and brisk local demand on account of inability to secure stock from nearby growers were also factors in the advance.

Many shippers are behind in filling orders, being booked so far ahead that they have recently taken no additional orders and others have been unable to accept orders unless subject to weather conditions and car shortage. On two occasions recently when it appeared that a slackening demand had caused a rather easier feeling, before the close of that day a snowstorm or extremely cold weather prevailed at shipping point, or equally unfavorable weather conditions prevailed in consuming centers, thus causing a resumption of strength.

The situation at present is strong and the demand exceeds the supply. Shipments have been light, first on account of weather which prevented hauling and loading and next on account of car shortage. Growers received $2.25 to $2.50 per bushel bulk at loading points recently and at some local markets as high as $2.75 to $3 per bushel was paid on several occasions. As soon as weather conditions permit, hauling will undoubtedly increase rapidly, and when this situation and the car supply show improvement, much heavier shipments will move.

To sum up recent developments: The advances at shipping points during the past two weeks may be attributed chiefly to light shipments both local and middle-western, light hauling on account of local extreme weather conditions, and the inability of shippers to secure an adequate supply of cars.

POOR PROSPECTS FOR SMYRNA FIGS AND RAISINS.

Figs and raisins from Smyrna will probably not enter into American trade to any large extent during the present year. The American Trade Commissioner at Constantinople cabled on January 21 that only 25 per cent of the usual crops of raisins and figs will be raised and that these will be of a very poor quality. As a matter of fact the United States has imported neither figs nor raisins from Asiatic Turkey since 1915; before that time the trade was very large. During the fiscal year ending June 30, 1914, there were imported into the United States from Turkey 13,160,786 pounds of figs and 2,730,338 pounds of raisins. During the fiscal year of 1915, 12,372,312 pounds of figs and 1,056,574 pounds of raisins were imported into this country.

GRAIN, HAY, AND FEED

HAY MARKET HIGHER.

A brief analysis of the market situation of hay for January shows that the trend of prices has been upward for timothy hay with the average price of No. 1 timothy at the principal markets about $3 per ton higher than at the beginning of the month.

Clover has followed the range of timothy closely but the level was about $1 higher. This unusual condition is due principally to the limited amount which is available.

Alfalfa has remained steady during the month and an average of the weekly quotations for No. 1 at the principal alfalfa markets shows a range of about $1.50 per ton.

The price of prairie hay, however, has not shown the strength of the other kinds, but has declined about $1 per ton during the month. The decline has been steady and is due principally to the large receipts in several of the large prairie hay markets and to a less urgent demand at present for this kind of hay.

Timothy Hay.—The receipts of timothy hay for the week were very light in all of the principal markets on account of the shortage of cars and the bad condition of the roads in the producing sections. The light stocks in all eastern markets together with the small receipts have caused very active markets. All arrivals are being taken at the strong current prices.

The receipts were also light at all of the markets reporting in the central West with the exception of Kansas City where receipts have been very large during the past month. However, notwithstanding the large receipts at this market, prices remained firm with a continued good demand.

Chicago and Cincinnati reported that the receipts are not equal to the demand and that the market is strong on all grades.

Receipts at southern markets were also light with a slight increase at Memphis.

Clover and Clover Mixed.—The demand for both clover and clover mixed hay continues to exceed the supply in all the markets throughout the country and practically no increase in receipts is noted at any market. The price continues high with No. 1 clover quoted from $1 to $1.50 over No. 1 timothy. The small surplus available for market is the principal reason for this condition and no great increase in receipts will probably occur until the new crop begins to move.

Alfalfa.—Receipts of alfalfa hay at Kansas City totaled 972 cars for the week. There was a wide range in quality but the bulk of receipts were No. 2 or standard alfalfa. The demand was good and all hay of good quality was sold readily. Prices of the higher grades remained steady but the lower grades declined from 50 cents to $1 per ton. There was a wide range however both in quality and price and some No. 2 sold as much as $12 under No. 1.

On account of the light receipts of No. 1 alfalfa at Atlanta and the comparatively large receipts of No. 2, the latter is selling at from $8 to $9 per ton discount under No. 1.

There is a heavy demand for alfalfa in the West where the lack of rain has damaged the ranges and caused heavy feeding of baled hay. Reports from California state that large quantities of hay are being shipped into the State daily from surrounding territory.

Prairie.—Receipts of prairie hay for the week increased in the principal markets. Kansas City reported 249 cars received, Chicago 29. The receipts at Kansas City were mostly of the lower grades. However, on account of the strong demand prices on all grades above No. 3 held to about last week's quotations. No. 3 declined from 50 cents to $2 per ton.

There is a good demand at Chicago for both upland and midland prairie hay, and while receipts have slightly increased, prices have remained steady.

WHOLESALE PRICES OF HAY AND FEED AT DISTRIBUTING MARKETS, JAN. 31.

[In dollars per ton.]

Commodity.	Boston.	Buffalo.	Philadelphia.	Baltimore.	Richmond.	Atlanta.	New Orleans.	Memphis.	Cincinnati.	Chicago.	St. Louis.	Kansas City.	Minneapolis.	San Francisco.
HAY (carload lots).														
Timothy and clover:														
No. 1 Timothy	34.00	37.00	38.50	36.00	39.00	42.00	37.50	36.50	36.50	34.00	39.00	29.00	27.00	.....
Standard Timothy	.....	.....	38.00	35.50	38.50	41.00	33.50	.....	36.00	33.00	.....	28.00	.....	.....
No. 2 Timothy	32.00	36.00	37.00	35.00	38.00	40.00	35.50	33.00	35.50	32.00	27.00	27.00	26.00	.....
No. 1 Light Clover, mixed	.....	.....	37.00	35.00	39.00	42.00	.....	36.00	35.50	33.00	.....	29.50	.....	.....
No. 1 Clover, mixed	.....	.....	.....	35.00	38.50	43.00	.....	34.50	35.00	31.50	.....	28.00	5.00	.....
No. 1 Clover	.....	.....	.....	.....	40.00	43.00	.....	.....	37.00	32.50	.....	.....	25.00	.....
Alfalfa:														
No. 1 Alfalfa	.....	.....	.....	.....	.....	49.00	.....	42.00	43.00	39.00	.....	25.50	35.00	31.00
No. 2 Alfalfa	.....	.....	.....	.....	.....	41.00	.....	36.00	.....	35.00	.....	26.50	30.00	.....
Prairie:														
No. 1 Upland	.....	.....	.....	.....	.....	.....	.....	.....	.....	28.00	.....	21.50	26.00	.....
No. 1 Midland	.....	.....	.....	.....	.....	.....	.....	.....	.....	20.00	.....	17.00	25.00	.....
FEED (ton lots or more).														
Wheat bran:														
Spring	54.00	50.00	.....	51.50	53.50	57.00	.....	.....	49.00	.....	.....	.....	44.50	.....
Soft Winter	54.25	51.00	52.00	51.00	56.00	55.00	.....	50.00	48.50	48.50	45.00	44.00	.....	.....
Hard Winter	51.00	50.00	.....	.....	.....	55.00	.....	.....	48.00	.....	46.00	43.00	.....	.....
Wheat middlings:														
Spring	57.00	54.00	.....	52.50	58.00	64.00	.....	.....	50.00	.....	.....	.....	47.50	.....
Soft Winter	63.50	55.00	61.00	51.00	59.00	64.00	.....	58.00	51.00	52.00	.....	55.00	.....	.....
Hard Winter	61.00	54.00	60.00	.....	.....	64.00	.....	.....	55.00	.....	.....	54.00	.....	.....
Rye middlings	56.50	53.00	.....	.....	54.00	.....	.....	.....	51.00	51.50	.....	.....	47.25	.....
High protein meals:														
Linseed	85.50	.....	79.50	.....	88.00	.....	.....	.....	81.00	84.50	.....	89.00	85.50	.....
Cottonseed (41 per cent)	87.50	.....	.....	.....	85.00	84.00	.....	.....	82.00	84.00	.....	80.50	83.00	.....
Cottonseed (36 per cent)	.....	.....	.....	.....	.....	77.00	.....	.....	77.00	.....	.....	.....	.....	.....
Peanut (36 per cent)	.....	.....	.....	.....	.....	77.00	.....	.....	.....	.....	.....	.....	.....	.....
Velvet bean	.....	.....	.....	.....	.....	45.00	.....	.....	.....	.....	.....	.....	.....	.....
Alfalfa meal:														
No. 1 Green	52.50	49.00	.....	53.00	55.00	55.00	.....	.....	47.50	48.00	45.00	41.00	50.00	.....
No. 1 Brown	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Gluten feed	78.62	.....	75.05	78.00	.....	.....	.....	.....	.....	75.00	.....	.....	.....	.....
Hominy feed	70.50	65.00	67.00	.....	68.00	73.00	.....	.....	66.00	.....	.....	69.00	.....	.....
Barley feed	.....	71.00	.....	.....	.....	.....	.....	.....	76.00	.....	63.00	.....	67.00	75.50

WHOLESALE FEED PRICES AT MANUFACTURING CENTERS.

[Per ton bagged, carload lots.]

	Jan. 31.	Jan. 24.
Spring wheat bran:		
Minneapolis	$43.00	$42.00
Duluth	42.00	.....
Hard winter wheat bran:		
Kansas City	41.00	40.00
St. Louis	44.00	43.25
Soft winter wheat bran:		
Cincinnati	46.50	47.00
Baltimore	52.00	51.00
Richmond	52.00	51.00
Spring wheat middlings:		
Minneapolis	46.00	44.00
Duluth	46.00	.....
Hard winter wheat middlings:		
Kansas City	49.00	46.00
St. Louis	50.00	47.50
Soft winter wheat middlings:		
Cincinnati	52.00	52.00
Baltimore	52.00	51.00
Richmond	54.00	51.00
Cottonseed meal (41 per cent protein):		
Memphis	76.00	76.00
Atlanta	77.00	76.00
Linseed meal:		
Amsterdam, N. Y.	172.00	72.00
Minneapolis	83.50	83.00
Milwaukee	81.50	.....
Alfalfa meal:		
Memphis	45.00	46.00
Kansas City	41.50	40.50
St. Louis	43.00	43.00
Gluten feed:		
Chicago	69.00	69.00
Buffalo	75.00	72.39

[1] Deferred shipment.

CAR SITUATION AFFECTS FEED MARKET.

The trend of prices for wheat and corn mill feeds and also for high-protein feeds was upward during January, as is indicated by an average of the wholesale prices quoted during the month in the principal markets.

Wheat mill feeds were slightly lower about the middle of the month, but have advanced steadily since that time and are now quoted on an average at about 25 cents per ton higher than at the beginning of the year.

Gluten Feed.—The demand for gluten feed continues to exceed the supply, and mills report that they are unable to accept orders for shipment earlier than about March 15. Purchases by buyers who formerly used feeds obtained from breweries and distilleries are said to have caused to some extent the heavy demand. Prices have advanced about $2 per ton at the mills.

Hominy Feed.—The market is somewhat irregular on hominy feed. Mills report the situation as practically unchanged, but the Kansas City market is quoted considerably higher and several other markets show an advance of from 50 cents to $1 per ton.

Stocks are reported generally light except at Atlanta, where supplies are fairly large and the demand is poor.

Peanut Meal.—Stocks of 36 per cent peanut meal are rapidly diminishing in the southern markets. At Atlanta some meal is being offered in less than carload lots only. Offerings at Chicago are reported to be small, but meal is obtainable in limited quantities.

Linseed Meal.—On account of the difficulty of obtaining seed linseed oil mills are practically unable to make prompt shipment of meal. It is stated that many mills are now operating almost entirely on Argentine seed. The mills of the Northwest which use imported seed after the domestic

crop is consumed, are reported to be obtaining their supplies by rail via Buffalo. The seed is usually shipped by boat but a sufficient amount was not obtained before the close of navigation on the Lakes. This condition is partly responsible for the higher prices quoted by these mills. The demand is urgent and most mills have sold their output for from 30 to 60 days ahead. Future quotations are reported to be lower than current prices.

Alfalfa Meal.—The supply of alfalfa meal continues rather low in most of the markets. Scarcity of cars is affecting the movement and preventing any increase in stocks. Prices have advanced $1 per ton on No. 1 meal at Kansas City, and the demand continues good from the Southeastern, Eastern, and Central States. The demand from mixed feed manufacturers has been curtailed to some extent by their inability to obtain sufficient molasses for their product. On account of the large receipts of low-grade hay, No. 2 meal has not advanced with the No. 1 meal.

Cottonseed Meal.—The situation on cottonseed meal is practically unchanged from the previous week. Stocks at Atlanta are reported to be about normal for this season. Offerings of 36 per cent meal are rather liberal but the supply of 41 per cent meal is limited. There is but little demand from near-by territory but a fair number of inquiries are being received from the northeastern section of the country. Prices have declined from $1 to $1.50 per ton.

The cottonseed meal market is also dull at Kansas City and prices have declined about $2 per ton. The light demand here is probably due to the good open weather in the feeding sections.

Wheat Mill Feeds.—Mills throughout the country state that the shortage of cars is curtailing both the movement of wheat and of wheat products. The demand for bran and middlings in general is greater than the supply and prices have advanced in practically all of the markets.

New England and eastern markets report that the supply is about equal to the demand, but that prices remain firm at a slight advance. Central and western markets are also strong but southern markets report only a fair demand with receipts increasing.

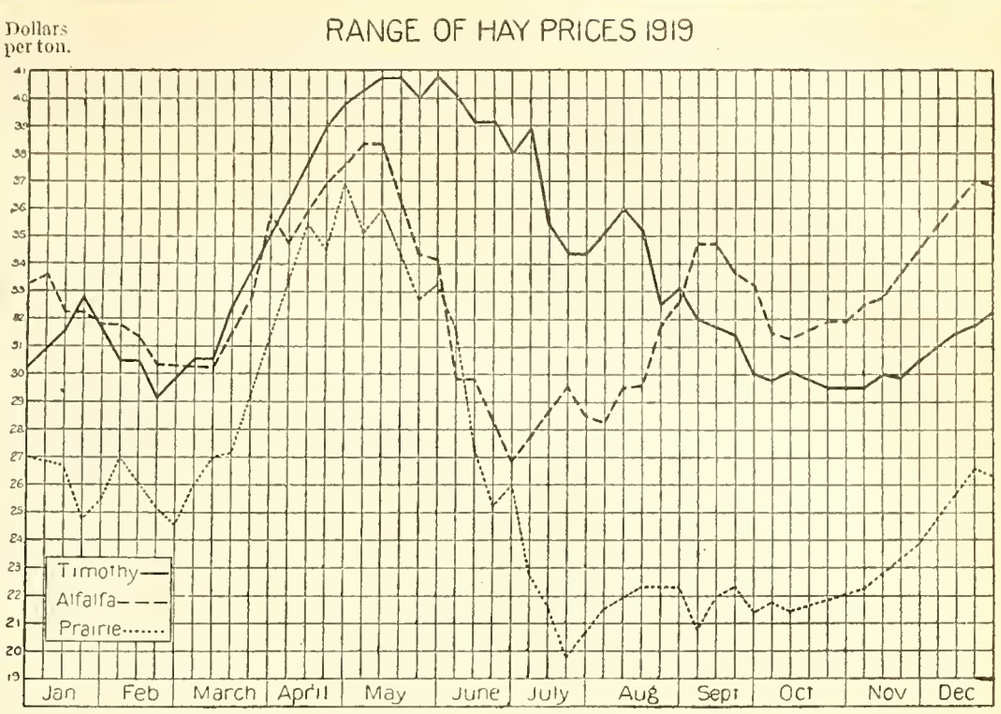
HAY PRICES, 1919.

[See accompanying graph.]

The 1918 hay crop as estimated by the Bureau of Crop Estimates was approximately 76,000,000 tons of tame hay and 14,000,000 tons of wild hay, making a total of 90,000,000 tons as compared with the 10-year average of 97,000,000 tons.

At the beginning of 1919 the average price of timothy hay at ten of the principal hay markets of the country was $30.75 per ton for No. 1 timothy hay. The trend of prices was upward until about the middle of January, when a decline began which continued until the low average price of the year, $29 per ton, was reached about the middle of February. From that time prices continued to advance rapidly until the middle of May, when the high level of the season was reached at the extremely high average of $41 per ton for No. 1 timothy.

Light stocks seem to have been the principal reason for this rapid and steady advance and the situation was not relieved nor prices lowered to any marked degree until new hay began to appear in the southern markets about the middle of June.



With the arrival of new hay in quantities upon the markets, prices began to decline and continued to go down steadily, except for a reaction of about $1.50 per ton in August, until about the middle of October, when prices became about stationary for several weeks at an average price of $29.50 per ton. As winter weather came on during November and December, causing an increased feeding demand, prices began to advance steadily, but not so rapidly as early in the year, until the average price for No. 1 timothy hay had reached $32 per ton at the close of the year.

The latest estimate of the Bureau of Crop Estimates places the 1919 tame hay crop at about 91,326,000 tons and the wild hay crop at 17,340,000 tons. This increase of approximately 15,000,000 tons in the tame hay crop of 1919 over the crop of 1918, together with the fact that the Government has not purchased as heavily of the 1919 crop as of the 1918 crop, has probably been a factor in the market and will probably continue to be during the balance of the crop year.

Prairie hay has followed generally the range in price of timothy hay. The average price at six of the large prairie hay markets on January 1 was $27 per ton for No. 1 upland prairie hay. After declining about $2 per ton during January, prices advanced to the January 1 level at the beginning of February, but again declined, reaching an average of $24.25 per ton about the middle of that month. A continuous and steady advance in values then began, which did not end until the average price had reached $36.50 per ton about May 1.

As the receipts of new prairie hay increased, prices declined rapidly until the average price for No. 1 upland prairie was only $19.50 per ton during the period between the middle of July and the first of August. With but few reactions prices then advanced steadily to about $26.25 per ton for No. 1 upland prairie at the close of the year.

During the first half of 1919 the price of alfalfa hay followed closely the range in price of timothy. However, owing to the very light crop of clover harvested for the 1919 crop year, the price of both alfalfa and clover ranged considerably higher than usual during the last half of the year.

Alfalfa prices advanced during August, and about September 1 they were equal to timothy prices, and, while following closely the range of timothy, remained from $2 to $4 per ton higher than that variety until at the close of the year the average price of No. 1 alfalfa at eight of the leading alfalfa hay markets was $37 per ton, being on an average the highest priced hay on the market.

Clover hay prices followed closely the prices of alfalfa, but on a level of about $4 lower. The price of clover hay reached the level of timothy prices about the first of December and continued to advance until it reached an average price of $32.75 per ton for No. 1 clover hay at the close of the year.

While the price levels of the different kinds of hay have followed generally those of other years as to the periods of high and low prices, yet the range was considerably more than normal and the relation of the different kinds, especially that of timothy and clover, was very unusual.

(See page 95 for grain exports.)

HOW ONE FARM WOMAN SUCCEEDED IN DIRECT MARKETING.

A poor local market for farm produce caused an Illinois farm woman to attempt marketing eggs, cottage cheese, dressed poultry, and vegetables direct to consumers and she has been very successful. She obtained her first customer through the list of names of producers issued by the Chicago post office; atisfaction led to recommendations and she now has a total of sixteen customers.

This farm woman derives a great deal of satisfaction from preparing, packing, and shipping high-grade produce. No eggs which are more than two or three days old are shipped; sweet cream is used in preparing the cottage cheese; only fresh vegetables and well-fattened poultry are marketed. Good containers are used and the produce is well packed and arranged so that an attractive appearance is presented. In summer a bouquet of flowers is added to each shipment.

The secret of this woman's success lies principally in the fact that she produces good articles and packs and ships them properly. She conducts the business in such a way that the customers are pleased and satisfied.

SEEDS

MARKET PRACTICALLY UNCHANGED.

During the week ending January 31 there were only a few small changes in prices from those prevailing during the previous week. Although prices for red and alsike clover, as well as for a few other kinds of seeds, were quoted somewhat higher than during the week before in a number of cities, the market was practically unchanged. Some cities that do not handle as much seed of a particular kind as other cities are slower to respond to price fluctuations of that kind of seed. This is apparent from quotations received from the various cities on red and alsike clover, particularly during the month of January.

Some complaints were registered from Kansas City, Milwaukee, and elsewhere to the effect that considerable difficulty was being encountered in obtaining freight cars. Because of inclement weather in certain sections, temporary embargoes were placed with the understanding that they would be lifted as soon as the weather became more settled in these sections.

The imports of red clover and alfalfa during the month of January were unusually large, as shown in the accompanying import table.

Clovers.—The largest advance in prices noted during the month were for the clovers. Red clover led with an average advance of about $7.50 per 100 pounds in the 14 cities included in the accompanying price table, followed by alsike and sweet clover with advances of about $7 and $5, respectively. Crimson clover advanced about $2, and white clover was quoted as much as $5 higher than at the beginning of January in some cities, but in other cities there was little change noted in this kind of clover. Imported seed helped considerably to augment the abnormally small stocks of American-grown red-clover seed in interior cities.

Alfalfa.—Alfalfa was being quoted at an advance of only about $1.50 between the first and last of January in most of the cities except Denver and Salt Lake City, where the price was increased $6. Large imports during this month and the few months previous tended to keep the price from soaring in January. The demand for the seed has been good for this time of year.

Grasses.—Timothy prices increased about $2 per 100 pounds with the improved domestic demand during January, but the market on this seed was easier and a trifle lower at the close of the month than during the previous week. No unusual export demand for this seed was noted during the month.

Kentucky bluegrass prices were higher during the last week of January, having advanced $1 to $2 over the prices prevailing at the first of the month.

Redtop and orchard grass prices remained about the same throughout the month, except in a few cities where advances of 25 cents to $1 were recorded.

Millets.—Several kinds of millet were quoted a little higher at the close of the month than at the beginning. Most interest was shown in golden millet, which advanced about 50 cents. The demand for millet seed ordinarily does not become evident until later on in the season, and thus far no unusual demand for the seed has been felt. This same condition applies to the sorgos, for which the urgent demand is usually later, after clovers and grasses have been sown.

WHOLESALE PRICES OF FIELD SEEDS, JANUARY, 31.

Prices Given Are for High Qualities of Seed Offered by Seedsmen. Obviously It Is Impossible to Give Prices That Represent the Same Quality and Origin of Seed in Each of the Cities.

[In dollars per 100 pounds, except seed grains which are per bushel.]

Kind of seed.	New York.	Baltimore.	Richmond.	Buffalo.	Toledo.	Louisville.	Chicago.	Minneapolis.	St. Louis.	Memphis.	Kansas City.	Denver.	Salt Lake City.	Seattle.	Average for U. S. Same date last year.
Clovers:															
Red clover	57.50	56.00	60.00	59.00	59.00	62.00	58.00	60.00	60.00	61.00	60.00	58.00	60.00	60.00	42.00
Alsike clover	58.00	59.00	61.50	59.00	60.00	62.00	58.00	62.00	60.00	.....	60.00	58.00	60.00	62.00	32.00
White clover	65.00	55.00	62.00	61.00	65.00	60.00	60.00	65.50	60.00	.....	63.00	60.00	62.50	68.00	48.00
Crimson clover	12.50	12.00	13.00	.....	.....	13.50	12.00	.....	.....	.....	.....	.....	.....	.....	20.50
Sweet clover	31.00	36.00	36.00	36.00	38.00	38.00	34.50	36.00	37.00	.....	37.00	35.00	35.00	.....	23.50
Bur clover (hulled)	.....	28.00	.....	.....	.....	.....	.....	.....	.....	25.00	.....	.....	.....	.....	15.00
Lespedeza	.....	30.50	32.00	.....	.....	30.00	.....	.....	.....	30.00	.....	.....	.....	.....	20.00
Alfalfa	38.00	40.00	44.00	43.00	44.00	43.00	42.00	46.00	43.00	46.00	42.00	42.00	45.00	42.00	21.00
Grasses:															
Timothy	15.00	15.00	15.25	15.00	15.00	15.00	14.35	14.60	15.00	15.00	15.00	15.00	14.00	17.00	10.75
Redtop	19.00	20.00	20.50	20.00	21.00	22.00	18.50	22.00	21.00	23.50	21.00	23.00	.....	25.00	14.25
Kentucky bluegrass	28.00	26.00	28.00	28.00	31.00	30.00	29.00	31.00	31.00	.....	30.00	29.00	30.00	35.00	22.75
Orchard grass	23.50	25.00	26.00	25.50	28.00	24.50	23.50	26.00	27.00	30.00	27.00	29.00	27.00	28.00	27.50
Meadow fescue	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	35.00	36.00	.....	.....	24.50
Bromus inermis	.....	.....	.....	.....	.....	.....	35.00	28.00	.....	.....	31.00	32.00	.....	.....	23.50
Millets:															
Golden millet	6.00	5.00	5.75	5.25	6.00	8.50	5.00	4.80	5.50	5.75	5.00	5.50	6.50	7.50	5.50
Common millet	5.00	3.50	4.75	.....	.....	.....	3.75	3.49	4.00	.....	3.50	4.00	.....	.....	4.25
Siberian millet	.....	.....	.....	.....	.....	.....	3.65	3.59	4.00	.....	3.40	4.50	5.50	.....	5.25
Hungarian millet	8.00	5.00	.....	7.50	.....	.....	.....	.....	5.00	.....	.....	.....	.....	.....	6.25
Japanese millet	11.00	7.00	.....	.....	.....	.....	.....	8.50	.....	.....	.....	.....	.....	.....	5.50
Broom-corn millet	.....	.....	.....	.....	.....	.....	3.75	3.59	4.00	.....	.....	3.50	.....	.....	3.85
Sorgos ("cane"):															
Amber sorgo	.....	3.75	4.50	.....	.....	4.50	3.35	4.00	3.50	3.50	3.00	3.25	.....	.....	4.25
Orange sorgo	.....	3.75	4.00	.....	.....	4.75	4.00	.....	3.50	3.85	3.25	.....	.....	.....	4.25
Sumac sorgo	.....	.....	.....	.....	.....	4.75	.....	.....	.....	4.00	3.15	.....	.....	.....	6.00
Grain sorghums:															
Kafir	.....	.....	4.75	.....	.....	.....	.....	.....	.....	.....	3.25	4.50	.....	.....	3.75
Milo	.....	.....	4.85	.....	.....	.....	.....	.....	.....	.....	3.25	4.25	.....	.....	3.75
Feterita	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	3.50	4.50	.....	.....	4.25
Sudan grass	.....	.....	11.00	.....	.....	13.00	13.25	13.50	14.00	14.75	13.00	15.00	.....	18.00	15.00
Rape	11.00	11.00	12.00	12.00	12.00	12.00	11.00	11.25	11.50	12.50	11.50	12.00	12.50	10.00	10.50
Vetches:															
Hairy vetch	30.00	28.00	30.50	30.00	30.00	.....	30.00	28.50	.....	.....	.....	.....	.....	30.00	18.75
Common vetch	8.50	11.00	11.50	12.00	12.00	.....	10.00	9.50	.....	.....	.....	11.25	.....	10.00	8.00
Peas:															
Canada field peas	6.25	6.00	.....	6.00	6.25	.....	5.75	5.75	7.00	.....	.....	5.75	.....	5.00	5.75
Cowpeas	.....	9.00	10.00	11.00	10.00	11.00	.....	.....	14.00	10.50	12.50	.....	.....	.....	5.75
Beans:															
Soy beans	.....	7.00	8.30	11.00	.....	9.50	11.50	8.50	12.00	8.50	10.00	12.75	.....	.....	5.50
White field beans	.....	8.00	.....	.....	.....	.....	7.75	.....	.....	.....	.....	9.00	.....	.....	7.00
Velvet beans	.....	.....	5.75	.....	.....	.....	.....	.....	.....	6.50	.....	.....	.....	.....	5.00
Cotton seed	.....	.....	8.25	.....	.....	.....	.....	.....	.....	10.00	.....	.....	.....	.....	7.25
Seed potatoes	.....	5.25	5.00	.....	.....	.....	.....	.....	.....	4.50	.....	6.50	.....	5.00	3.50
Seed grains:															
Seed corn	.....	.....	2.75	2.50	3.25	4.00	.....	2.85	2.50	3.25	3.00	3.50	.....	4.50	2.85
Seed wheat	.....	3.75	.....	4.25	4.00	.....	3.75	3.80	.....	.....	.....	3.60	.....	4.20	2.75
Seed oats	.....	1.25	1.25	1.25	1.60	1.15	1.25	1.25	1.25	1.20	1.25	1.80	.....	1.35	1.00
Seed barley	.....	2.20	2.10	2.10	2.25	.....	1.90	2.10	1.90	.....	.....	2.75	.....	2.50	1.60
Seed rye	.....	.....	.....	2.80	.....	.....	2.25	.....	.....	.....	.....	2.50	.....	2.25	2.30
Seed buckwheat	.....	1.85	2.15	2.00	2.10	.....	2.05	1.90	2.15	.....	2.00	2.25	.....	.....	1.95

IMPORTS OF FORAGE PLANT SEEDS.

Permitted Entry into the United States Under the Seed Importation Act.

[Reported by the Seed Laboratory of the Bureau of Plant Industry, U. S. Department of Agriculture.]

Kind of seed.	Month of January.			7 months ending January 31.		
	1920	1919	1918	1920	1919	1918
	Pounds.	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*
Alfalfa	2,392,400	300	.....	9,355,300	77,000	24,500
Bluegrass:						
Canada	41,200	58,100	289,900	371,700	286,800	490,900
Kentucky	.....	.....	.....	.....	.....	3,700
Bromegrass, awnless	52,100	.....	.....	126,500	.....	.....
Clover:						
Alsike	617,100	603,100	375,700	4,661,800	4,241,500	1,430,400
Crimson	278,700	.....	107,400	5,403,300	308,100	1,217,900
Red	2,855,900	200	.....	9,259,900	127,800	126,900
White	32,800	.....	1,700	88,200	.....	52,700
Clover mixtures:						
White and alsike	.....	.....	.....	21,700	70,700	30,200
Red and alsike	.....	.....	.....	700	.....	.....
Alsike and timothy	13,500	36,500	13,200	218,700	123,800	13,700
Fescue, meadow	800	.....	.....	800	.....	.....
Millet:						
Broom-corn	.....	.....	42,300	225,400	.....	260,800
Hungarian	18,800	111,100	.....	25,800	111,100	9,000
Mixtures:						
Grass	.....	.....	.....	100	100	.....
Orchard grass	423,500	.....	.....	1,866,800	.....	57,600
Rape	1,316,400	83,100	1,232,500	4,861,400	315,800	9,868,200
Redtop	.....	.....	.....	800	4,200	2,200
Ryegrass:						
English	561,100	91,100	225,100	1,311,600	488,800	716,700
Italian	201,700	100,700	64,500	700,500	119,000	302,100
Timothy	1,300	14,000	.....	4,500	66,300	100
Vetch:						
Hairy	154,200	1,500	9,700	353,500	203,700	189,600
Spring	.....	70,200	.....	282,200	252,900	.....

COTTON

PRICES AND MOVEMENT OF AMERICAN COTTON.

The cotton market for both spots and futures during the week ending January 31 witnessed slight fluctuations until Saturday, when a decline of 17 points occurred in the average price of Middling spots and 47 points in New York March future contracts compared with the closing quotations for the previous day at New York. The highest average price of Middling, as determined from the quotations supplied by the 10 designated spot markets, was reached on Monday, January 26, when it stood at 40.34 cents per pound. The low point of the week of 40.16 cents was reached on Saturday, January 31. The net decline for the week in Middling spots as compared with last Saturday's average was 18 points. The average price of Middling for the corresponding date last year as determined from the quotations of the same 10 spot markets was 26.75 cents per pound.

During the week under consideration March future contracts showed a decline at New Orleans of 35 points and closed at 37.27 cents per pound; and a decline of 25 points at New York and closed at 36 cents per pound.

The sales reported by the 10 designated spot markets, for the week ending January 31, amounted to 49,980 bales as against 73,567 bales last week and 43,855 bales for the same period in 1919.

Cotton Movement from August 1 to January 30.

[From information received from commercial sources:]

	1919-20	1918-19
	Bales.	*Bales.*
Port receipts	4,644,985	3,345,450
Port stocks	1,426,289	1,362,076
Interior receipts	4,935,870	4,332,811
Interior stocks	1,273,098	1,484,636
Into sight	7,786,220	7,007,788
Northern spinners' takings	1,667,611	1,247,065
Southern consumption	1,813,000	1,977,000
World's visible supply of American cotton	4,621,822	3,744,261

Exports.

Figures at hand indicate that the exports for the week ending January 30 were 164,801 bales against 166,467 bales for the corresponding week last year; and that the total exports from August 1, 1919, to January 30, 1920, amounted to 3,742,000 bales against 2,533,000 bales and 2,710,000 bales in the two preceding years, respectively.

Detailed report of exports of cotton from August 1 to January 30.

To—	1919-20	1918-19	1917-18
	Bales.	*Bales.*	*Bales.*
Great Britain	2,005,000	1,262,000	1,576,000
France	356,000	377,000	364,000
Other countries	1,371,000	894,000	770,000

Long-Staple Cotton.

The week's market for extra staple Delta cotton remained steady at both Memphis and New Orleans. Demand was less urgent in the first-named market and sales there were of smaller volume but such sales as were made were said to be at holders' prices. At Memphis good grades are reported to be growing scarce and prices for such cotton are firm, while low grades, which are presumably more plentiful, are not in active demand and prices thereon are practically unchanged.

Some of the sales of the week at Memphis are as follows:

	Cents.
Low Middling (gray), 1 3/16-inch staple	60
Strict Middling, 1 3/16-inch staple	82
Strict and Good Middling, 1 1/8 inch staple	72½
Strict Low Middling, 1 1/16-inch staple	67
Strict Middling, 1 1/16-inch staple	85
Strict Low Middling (gray), 1 1/16-inch staple	65
Strict and Good Middling, 1 5/16-inch staple	90
Middling (gray), 1 1/16-inch staple	42

The demand for extra staples at New Orleans was said to be good, and the following sales during the week were reported from that market:

	Cents.
Middling to Strict Middling, 1 1/16-inch staple	47
Middling, 1 1/16-inch staple	80
Low Middling, 1 5/16-inch staple	73
Strict Low Middling to Middling, 1 3/16-inch staple	75
Good Ordinary, 1 3/16-inch staple	40
Middling, 1 1/8-inch staple	75

The average premiums quoted in the New Orleans and Memphis markets for the staple lengths specified are given below. The figures are based on sales during the week ending January 31 and are for Middling cotton based on Middling short staple at 39.88 cents in New Orleans and 40.50 cents in Memphis.

Length.	New Orleans points on Middling.	Memphis points on Middling.
1 1/16 inches	575	533
1 1/8 inches	2,250	2,380
1 3/16 inches	3,500	3,680
1 1/4 inches	4,400	4,350
1 5/16 inches	.....	5,000
1 3/8 inches	.....	5,700

The following premiums reported from the Carolinas are for Strict Middling Upland long staple cotton. They are based on the prices of Middling short staple in the respective markets, except at Hartsville, S. C., where the price of Strict Middling short cotton is used instead.

Length.	Charlotte, N. C. Points on Middling.	Darlington, S. C. Points on Middling.	Hartsville, S. C. Points on strict Middling.
1 1/16 inches	1,200	500	450
1 1/8 inches	3,000	2,500	1,000
1 3/16 inches	3,500	3,000	3,200
1 1/4 inches	5,000	4,000	4,700
1 5/16 inches	6,000	.....	5,000
1 3/8 inches	.....	.....	5,200

It is possible that some of these premiums may be based upon other standards of length of staple than the official standards, but they are given as representative of the ideas of value of staples in the markets to which they refer.

Latest telegraphic advices indicate that Pima American-Egyptian cotton of No. 2 grade is being held at Boston at $1 per pound, while buyers have offered 95 cents.

Sea Island cotton of No. 2 grade, or Extra Choice, with average staple, is quoted at 84 cents per pound at Savannah.

Fully Good Sakellaridis-Egyptian cotton is quoted at $1.38, and Good Fair to Fully Good at $1.33 per pound on c. i. f. terms landed at Boston or New York.

Stocks of Government-Classed Cotton at Future Markets.

Inspected cotton, Government-classed, in warehouses in the ports of New York and New Orleans on Jan. 30:

Of grades tenderable on future contracts made on the exchanges in those markets subject to section 5 of the United States cotton futures Act, as amended.

Grade.	New York.	New Orleans.
	Bales.	*Bales.*
Middling Fair	1	17
Strict Good Middling	25	398
Good Middling	317	2,263
Strict Middling	799	3,581
Middling	1,833	4,965
Strict Low Middling	5,049	3,992
Low Middling	3,574	2,081
Good Middling Yellow Tinged	128	318
Strict Middling Yellow Tinged	230	194
Good Middling Yellow Stained	.....	2
	11,956	17,811

(Continued on page 96.)

Spot Cotton Quotations.

Price of middling spot cotton for January 31, and the commercial differences in price between middling and other grades of American upland cotton at each of the 10 markets named, together with the total number of bales sold during the week ending January 31, in each of these markets, as reported to the Bureau of Markets.

	Norfolk.	Augusta.	Savannah.	Montgomery.	New Orleans.	Memphis.	Little Rock.	Dallas.	Houston.	Galveston.	Average.
White Standards:	[1] On.	On.	On.	On.	On.	On.	On.	On.	On.	On.	
Middling Fair	300	350	350	275	275	350	225	300	450	450	333
Strict Good Middling	250	250	250	225	250	275	175	250	350	350	263
Good Middling	200	200	200	175	200	200	125	200	250	250	200
Strict Middling	100	100	100	100	125	100	100	100	150	150	113
Middling	39.00	39.25	39.50	38.50	39.88	40.50	39.50	41.75	41.50	42.25	40.16
	[1] Off.	Off.	Off.	Off.	Off.	Off.	Off.	Off.	Off.	Off.	
Strict Low Middling	200	250	250	250	350	200	300	250	250	225	253
Low Middling	550	600	550	600	750	700	700	700	800	900	685
Strict Good Ordinary	800	800	800	850	975	900	900	1,100	1,200	1,150	948
Good Ordinary	1,000	1,000	1,000	1,100	1,200	1,100	1,100	1,300	1,500	1,550	1,185
Yellow Tinged:											
Good Middling	100	200	250	200	75	200	300	200	250	200	198
Strict Middling	200	400	350	300	150	400	450	300	350	300	320
Middling	400	600	500	450	350	500	550	500	500	450	480
Strict Low Middling	600	900	700	650	700	650	700	700	750	700	705
Low Middling	800	1,100	1,000	950	1,100	900	900	1,000	1,300	1,000	1,005
Yellow Stained:											
Good Middling	400	450	500	400	450	500	500	450	450	450	455
Strict Middling	600	650	650	600	575	600	650	600	550	550	603
Middling	800	800	800	800	700	700	750	700	700	700	745
Blue Stained:											
Good Middling	500	700	650	500	550	500	600	700	450	550	570
Strict Middling	600	800	750	650	625	600	750	800	550	650	678
Middling	800	900	900	800	750	900	850	900	700	750	825
Sales for week, bales	1,441	1,343	813	.....	8,975	7,500	4,668	7,557	10,310	7,373	[2] 49,980

[1] The differences are stated in terms of points or one-hundredths of a cent per pound. By "On" is meant that the stated number of points is to be added to the price of Middling and by "Off" is meant that the stated number of points is to be subtracted from the price of Middling.

[2] Total sales in the 10 markets.

FOREIGN MARKETS

IMPORTANCE OF PROPER PACKING FOR EXPORT.

In the export trade the importance of attractive containers, properly packed, and labeled correctly is often neglected by the American producer and exporter. A market for American goods may be gained or lost by the care with which exporters send their products into the world. The following excerpts from an article entitled "Where Australia Fails," published in the official organ of the Sydney Chamber of Commerce, indicate the value which Australia, an active competitor of the United States, places upon these items:

"Australian goods for sale in the East and India are often superior in quality, unequaled in excellence, but unattractive in appearance. The grading is defective, packing faulty, and labeling execrable.

"Australian manufacturers can rest satisfied that the potentialities of Far Eastern trade are enormous. There is a market of simply colossal dimensions in India and the East for fruit, jams, meats, dairy produce, biscuits, * * * and, in fact, anything wholesome in the shape of foodstuffs attractively put up in tin or glass containers. It is a market which was sedulously cultivated by British manufacturers—with continental to a lesser extent—before the war and which has been assiduously and often most aggressively exploited by Americans and Japanese during the past couple of years. 'The unanimous opinion of Hongkong importers and merchants is that Australia during the last three years has lost the opportunity of a lifetime,' wrote a trade representative, commenting on this subject recently. 'Amazing indifference to market requirements' was another of that writer's comments. Finally, he summarized the failure of Australian exporters to capture eastern trade as a result of—

"(1) 'Wretched packing of all food products.

"(2) 'Indifference to complaints as to bad condition of goods upon arrival, and claims resulting therefrom.

"(3) 'Ugly, unattractive labels, badly pasted on tins and glass packages, arriving torn and soiled.

"(4) 'Ignorance of, or unfamiliarity with, exporting methods, billing, invoicing, shipping, insurance, and so forth.'

"That complaint came direct from Hongkong, but it is identical with reports from representatives similarly situated in Calcutta and Bombay, Canton and Shanghai, the Philippine Islands, and the Dutch East Indies. The areas open to exploitation are huge, the population enormous, the demand insatiable."

The foregoing excerpts also bring to light the fact that although American exporters of foodstuffs are aggressive in the Far Eastern field, they will soon have to face considerable competition. It will be to their advantage to observe the foregoing criticisms and to consider the importance of careful grading, packing, and labeling.

INCREASING THE MEAT SUPPLIES OF THE UNITED KINGDOM.

The United Kingdom is the principal market for the exports of meat from the United States. As shown in The Market Reporter for January 31, the United States shipped 65.1 per cent of its total exports of beef and pork to Great Britain in 1913; 74 per cent in 1918; and 44.5 per cent in 1919. The importance of this trade therefore is readily apparent, and any attempt to curtail it is of vital interest to the American farmer.

The United Kingdom is very much concerned in regard to its meat supplies for the future and has made various attempts to increase the production within the Empire. A committee to investigate the entire situation was appointed by the British Board of Trade. The report of the committee has been published recently; among the conclusions reached is that the British Empire can become self-supporting within a few years in regard to mutton and lamb, principally through the obtaining of supplies from Australia and New Zealand.

Stimulating Colonial Production.—Among the recommendations made by the committee to stimulate production within the British Empire and to protect and develop British meat industries in South America, the following are of interest to the meat industries of the United States, as they will vitally affect our export trade:

"(1) We also recommend that Government contracts for meat should be confined to British producers in the United Kingdom and in the Dominions.

"(2) We recommend that the Government should encourage friendly cooperation between British shipowners and British meat companies for the establishment of services in which British interests would be concerned.

"(3) We also recommend that the British Government should acquire an interest in one or more freezing works for the purpose of insuring, by first-hand acquaintance with the facts, that the position of British firms engaged in exportation of meat from these countries is not unduly prejudiced."

Stimulating Home Production.—In connection with the stimulation of industry in the British Isles, the committee recommended that the following steps be taken:

"(*a*) Active steps be taken by agricultural societies under the leadership of the board of agriculture to insure that only bulls and rams certificated for breeding purposes be used for such services.

"(*b*) Active propaganda and assistance directed against cattle diseases, supplemented by restrictions upon the importation of live cattle into Great Britain.

"(*c*) All possible steps to be taken to insure adequate supplies of feeding stuffs, to instruct farmers of the values of different materials and to inculcate knowledge of alternate methods of feeding, as well as to promote knowledge of forage crops and the improvement of poor pastures by the use of artificial manures.

"(*d*) The encouragement of slaughter houses, auction marts, cold-storage plants and saleyards under the direct control of farmers on a cooperative plan in special rural communities."

Control of Meat Trade Advocated.—The committee also advocated the control and supervision of the meat trade and recommended that importers be required to obtain a Government license, "the conditions precedent to granting such licenses being the production of full information respecting the ownership and subsequent investigation of the details of business, including, when necessary, an examination of the books and documents of the company."

The committee recommended also that the Government control should include a committee having the authority to license and restrict meat imports during specified periods.

FOREIGN EXCHANGE CABLE RATES.

Week Ending Jan. 31.

The following rates are approximate only, as they represent the value of foreign moneys at New York at a certain hour during the day. These values fluctuate with the demand, which may change even within the hour.

Countries.	Coin.	Par value.	High.	Low.
England	Pound	$4.8665	$3.60	$3.51
France	Franc	.1930	.08	.075
Belgium	...do	.1930	.079	.071
Italy	Lira	.1930	.069	.064
Switzerland	Franc	.1930	.185	.175
Germany	Mark	.2382	.0140	.0105
Poland	...do	.2382	.008	.008
Czechoslovakia	Krone	.2026	.0120	.0110
Jugo-Slavia	...do	.2026	.0093	.009
Roumania	Leu	.1930	.0190	.0160
Spain	Peso	.1930	.1885	.18
Denmark	Krone	.2680	.1670	.16
Norway	...do	.2680	.1845	.1760
Sweden	Krona	.2680	.2025	.195
Netherlands	Guilder	.4020	.39375	.38
Argentina	Peso	1.0365	1.0190	1.0175
Brazil	Milreis	[1].5462	[2].275	[2].27
Mexico	Peso	.4985	.51	.51
Japan	Yen	.4985	.49	.49
China:				
Hongkong	Dollar	[3].8642	.96	.94
Shanghai	Tael	[3]1.2020	1.60	1.56

[1] Gold. [2] Government paper. [3] Approximate.

MARKET FOR FRESH FRUIT IN SOUTHERN BRAZIL.

There is a steadily increasing demand in southern Brazil for fresh fruit from the United States, according to a report of the American Consul at Porto Alegre, dated December 19, 1919. During the fresh fruit season, the Consul estimated that there is a weekly demand for 350 boxes of apples; 300 boxes of pears; 500 half-boxes of peaches, and 250 half-boxes of plums, and with increased facilities of purchase and transportation these amounts can be materially increased.

Boxed apples are of American origin and contain from 80 to 100 fruit. These apples cost about $2 per box in New York, the freight from New York to Rio de Janeiro is $2, and the freight from that port to Porto Alegre is approximately $2 per box, making a total cost of $6. However, choice apples often retail for as high as the equivalent of 25 cents apiece in United States money.

Fresh fruit is free of duty and is shipped from New York to Rio de Janeiro in refrigerator vessels and is there transferred to the refrigerator holds of coastwise boats. With a view of establishing a direct trade with the United States, importers in Porto Alegre have set aside $12,500 and they desire to be placed in touch with American exporters of fresh fruit. Porto Alegre is the chief distributing center for the State of Rio Grande do Sul, which has a population of 2,000,000.

RESTRICTIONS ON AUSTRALIAN EXPORTS.

The Ministry of Trade and Commerce of Australia has furnished the American Trade Commissioner at Melbourne with a list of the agricultural products the exportation of which to the United States is restricted. The following list has been corrected up to September 9, 1919. Wholly restricted: Frozen meats, sausage casing, copra, bran, and pollard. Exports permitted under license from the Department of Trade and Customs: Tallow, coconut oil, rubber, edible fats, furred skins, and margarine. Commodities under control of the bodies mentioned: Wool (Central Wool Committee), wheat and flour (Australian Wheat Board), butter and cheese (Commonwealth dairy Pool).

Leather and hides may be exported after the requirements of the domestic market have been satisfied.

GRAIN EXPORTS BY GRADE.

Week Ending Jan. 31.

[Bushels; 000 omitted.]

Subclass and grade.	New York.	Philadelphia.	Baltimore.	Other Atlantic and Gulf ports.	Pacific ports.	Total for week.
WHEAT.						
Red Winter:						
No. 2	317	271	....	144	....	732
No. 3	80	20	....	.....	....	100
Total Soft Red Winter	397	291	....	141	....	832
No. 2 Soft White	....	....	....	31	....	31
No. 1 Mixed	....	55	....	.....	....	55
Total, week ending Jan. 31, 1920	397	346	....	175	....	918
Total, week ending Jan. 24, 1920	120	39	131	1,276	....	1,566
BARLEY.						
Total, ungraded, week ending Jan. 31, 1920	130	....	....	.....	....	130
Total, week ending Jan. 24, 1920	117	....	....	140	....	257
OATS.						
Total, No. 3 White Clipped, week ending Jan. 31, 1920	666	....	....	.....	....	666
Total, week ending Jan. 24, 1920	128	....	50	.....	....	178
CORN.						
Mixed:						
No. 2	....	9	....	.....	....	9
No. 3	....	21	34	.....	....	55
Total, week ending Jan. 31, 1920	....	30	34	.....	....	64
Total, week ending Jan. 24, 1920	69	43	51	.....	....	263
RYE.						
Total, No. 2 Western, week ending Jan. 31, 1920	....	18	240	.....	....	258
BUCKWHEAT.						
Total, ungraded, week ending Jan. 31, 1920	10	....	....	.....	....	10
Total, week ending Jan. 24, 1920	15	....	....	.....	....	15

BRITISH GUARANTY FOR CEREALS MAY CONTINUE.

On July 15, 1919, the British Government appointed a commission to investigate the continuation of the guaranteed prices for wheat, barley, and oats. This commission has recently submitted its report. A majority of 12 members recommended the continuance of guaranteed prices while the minority of 11 recommended that they be discontinued. In the majority's opinion the minimum price should be determined from year to year by calculation of the cost of production obtained from local Agricultural Costings Committees, and that all payments should be dependent upon the production of a certificate of the Board of Agriculture that the land is well cultivated and that either one-eighth of the holding or one-fourth of the arable land, whichever is greater, is under cereal crops. For the grain crop of 1920, or subsequent years, the guaranty should be calculated from year to year upon a sliding scale based on the average bare cost of cereal production in the preceding year, rent being disregarded. As a basis the following figures were submitted as being somewhat below the average cost of production in 1918–19: Wheat 68s. ($16.53) per quarter of 504 pounds ($2.06 per bushel); barley 59s. ($14.34) per quarter 448 of pounds ($1.79 per bushel); oats 46s. ($11.18) per quarter of 336 pounds ($1.39 per bushel).

The committee suggests that in carrying out the above recommendations the United Kingdom will be less dependent upon foreign supplies of food, the number of persons employed in agriculture will be increased, and the financial position of the countries will be improved by reducing the amount of money expended for imported foodstuffs.

COMPETITION OF ASIATIC PEANUTS.

Los Angeles peanut brokers inform the local representatives of the Bureau of Markets that they are handling large quantities of Chinese and Japanese nuts, largely of the Virginia variety, although they think that the Chinese and Japanese crops are not as large as has been reported.

Asiatic nuts seem to be popular entirely because of price. Chinese nuts in the shell are now quoted at 11 cents per pound, Pacific coast; Japanese bleached nuts at 12½ cents, and Japanese washed nuts at 11½ cents. All of the above quotations are on Asiatic peanuts in the shell, duty paid Pacific coast points. Asiatic shelled peanuts 30/32's were selling at 14½ cents per pound the last part of January, duty paid Pacific coast points; 32/36's at 14 cents, and 38/40's at 12½ cents. The Japanese type of Spanish peanut was selling shelled at 14 cents per pound, f. o. b. Pacific coast points, with a freight rate of approximately ½ cent per pound from San Francisco to Los Angeles.

Apparently Virginia peanuts can not successfully compete with Asiatic peanuts if they are of approximately the same grade and quality. Virginia peanuts in the shell, No. 1's, were then selling at approximately 12½ cents per pound, Virginia points, plus freight of 2.06 cents, which means a price of about 14.31 cents per pound in Los Angeles. Virginia "Jumbos" at 15.50 cents, Virginia points, cost about 17.56 cents, laid down in this city. Spanish No. 1's, Virginia and Texas stock, at 18½ cents, shipping point, cost 20 cents delivered.

Brokers in Los Angeles claim, therefore, that competition is a question of price, and that if they can sell Asiatic peanuts cheaper than Virginia peanuts, they will continue to furnish their trade with them as long as the supply lasts unless the Virginia peanut is demanded specifically.

GREAT BRITAIN REDUCES CONTROL OF FOODSTUFFS.

Decontrol of foodstuffs in the United Kingdom has begun. At present it is applied only to rationing and distribution, the control of buying by wholesalers and importers being continued. Therefore the market has not yet been opened up to the private trade of American exporters.

Meat.—Meat was the first foodstuff on which control was lessened. On December 15 the British Food Controller discontinued the rationing of meats. All restrictions as to the quantity of imported meat that may be purchased by butchers have been removed. The fixed maximum wholesale and retail prices for both British and imported meat remain. The wholesale maximum prices for bellies (English cut) have been reduced by 20s. ($4.87) per 112 pounds. The previous price was 212s. ($51.52).

In decontrolling meat, the authorities stated that "it is the desire of the food controller that the public should have the advantage of the present position of supplies by being enabled to purchase such meat as they may desire, and at present it is not necessary to ask for any restriction of consumption."

Dairy products also have been partially freed from the restrictions.

Butter.—Butter produced in the United Kingdom will, after January 31, be freed from the existing control over prices, but the ministry will continue to provide the guaranteed ration of Government butter, that is, butter purchased and imported by the ministry of food, at a controlled retail price. The rationing of butter is continued.

Cheese.—Home-produced cheese manufactured after January 31 will not be purchased by the ministry for the pool, but will be free to find its natural market without restriction of price. The ministry is purchasing hard British cheese, made during the month of January, 1920, and delivered to the pool on or before February 29. The ministry will continue to distribute the home cheese so purchased at controlled prices.

Condensed Milk.—The maximum retail prices of condensed milk will be suspended after January 31.

Milk.—After Jauuary 31 milk prices will be determined in the normal way by the free operation of supply and demand.

REEXPORTS OF FOREIGN RICE AND BEANS FROM THE UNITED STATES DURING NOVEMBER AND DECEMBER, 1919.

Exported to—	Cleaned rice.		Beans.	
	Quantity.	Value.	Quantity.	Value.
	Pounds.		*Bushels*	
Denmark	.....	.....	2,507	$11,719
Finland	374,000	$51,255	.....	.....
France	.....	.....	625	1,500
Germany	963,200	114,845	2,233	8,940
Greece	60,000	7,450	105,793	463,964
Italy	.....	.....	6,521	26,474
Norway	202,880	12,856	358	1,500
Spain	.....	.....	27,803	176,010
Turkey	486,600	59,600	5,150	22,885
Canada	.....	.....	9,705	36,508
Guatemala	111,709	10,878	3	8
Nicaragua	75,390	8,050	7	31
Panama	462,500	49,703	10	66
Mexico	305,115	28,542	28	151
British West Indies	222,397	26,656	.....	.....
Cuba	12,482,788	1,269,124	9,673	52,540
Dutch West Indies	36,148	3,424	13,041	60,030
Haiti	182,271	21,675	.....	.....
Dominican Republic	715,516	82,122	.....	.....
Colombia	10,000	1,030	.....	.....
Venezuela	111,920	12,490	19	92
British Oceania	11,520	1,320	.....	.....
French Oceania	78,694	8,673	2	19
British West Africa	95,300	10,766	.....	.....
French Africa	56,000	6,497	.....	.....
All others	19,806	2,329	3,518	19,709
Total	17,064,054	1,789,285	186,996	882,137

[1] Reexports of uncleaned rice: Panama, 97,000 pounds, valued at $10,185; Cuba, 79,776 pounds, valued at $5,126; Venezuela, 100,000 pounds, valued at $5,239.

NOTE.—Unless otherwise stated, conversions of foreign prices into United States money have been made at the par value of the foreign moneys.

(See pages 84, 85, 86, 89, 92, 93, 96 for additional information on foreign markets.)

MARKETING FARM PRODUCTS.

(Continued from front page.)

The California Walnut Growers state that their distribution costs average about 3 per cent compared with the independent growers' cost of 6 per cent. Because they refuse to sell culls, retail dealers are not tempted to mix culls with graded nuts and consumers are assured of nuts of better quality. All culls are sent to cracking plants where the meats are removed and sold to confectioners and manufacturers.

Through proper advertising, growers' associations have been able to extend their marketing season by creating a demand for their products during months in which normally there were no sales. For example, the demand for cranberries was at one time confined to November and December; through publicity producers have succeeded in marketing their cranberries in October and continuing sales into the spring months. This lengthening of the season tends to take care of any large increase of production which might prove disastrous in case the season was limited to two months.

Taking Care of Increased Production.

To-day producers of fruits and nuts, anticipating a largely increased production, are depending upon advertising to stabilize their markets by spreading distribution and consumption over a longer period of the year. The citrus growers have already demonstrated the soundness of this policy, while the apple growers' organizations have also lengthened the period during which apples are consumed, because of advertising and proper storage. The walnut growers have succeeded in popularizing walnuts to such an extent that they are no longer a holiday luxury but have become an everyday food.

Progressive manufacturers are now developing their publicity efforts along lines of "cooperative advertising" and perhaps growers' organizations may follow manufacturers into this new field. Many publications are to-day carrying single advertisements paid for by a group of manufacturers who have found that they have a common interest in selling similar products. This is a step further than that involved in advertising a standard branded product and is intended to increase the sale and use of a product, irrespective of its particular brand. This new type of advertising has been tried in the case of magnetos, bearings, motors, canned goods, and other products. Producers of farm products may find that it pays to advertise a given product cooperatively, irrespective of its brand or geographic production center.

WHY STANDARD GRADING PAYS.

(Continued from front page.)

know the relative amounts of firsts, seconds, and culls in the packages.

It is true that both the buyer and seller may see the barrels of potatoes and form a general idea of the quality of the stock, but unless the contents have been sorted, neither one has a definite and fair quality basis upon which to make the transaction. This is doubly true when sales are made at long distances. Such transactions are rarely satisfactory because neither seller nor buyer is sure of the exact quality of the commodity. The purchase is a gamble because but two of the three factors entering into the transaction are known, that is, price and quantity, the quality of the product not having been known or specified.

No business is upon the best basis until, so far as possible, all the elements of chance have been eliminated. Therefore, it is believed that farming is not upon a proper business basis until its products are sold upon a statement of their quality as measured by a known standard. This condition should be brought about by adopting adequate standard grades and by sorting or classing the products into or by these standard grades.

Incentive for Quality Production.

Standard grades tend to insure to each grower a return in proportion to the quality of his produce. The farmer has some incentive to grow a highgrade of produce when he feels certain that it will bring a greater return than that grown by a slipshod neighbor. With no standard grades in use, the country buyer often pays a blanket price to all growers regardless of the quality of the product which they deliver, knowing that the loss on a lot of inferior stock can be made up on the produce of better quality. These buyers are not wholly to blame for this seemingly unfair practice, because competition forces them to adopt the practice or retire from business. The same buyers are usually enthusiastic about the adoption and use of standard grades, because it places their business upon a more stable basis.

Insures the Desired Quality.

Another important reason for the use of standard grades is that everyone is enabled to purchase a product of the desired quality. The housewife who wants a yard of pure silk cloth does not care to purchase a mixture of silk and cotton. Neither does the grocer who needs a box of extra fancy apples wish a box containing a mixture of extra fancy, fancy, and C grades as well as culls. His customers may not care to purchase the apples of lower quality, and if boxes with mixed grades only are available he is compelled to sort out the poorer stock and perhaps throw away the inferior apples. On the other hand, if this inferior stock had been packed separately, another grocer might be able to dispose of it to customers who prefer the lower grade at a lower price.

Tends to Prevent Deception.

When all farm products are sold according to standard grades, it is believed that much fraud and deception will be eliminated. Confidence between producers, dealers, and consumers will be promoted. There will not be so many farmers calling the middlemen "crooks" nor so many dealers apparently convinced of the total depravity of some country shippers.

To sum up the main advantages of standard grading: Fruits, vegetables, and other farm produce should be sorted or classified according to standard grades, in order to provide a standard trading basis; to encourage better methods of production and handling; to enable the buyer to procure stock of the size and quality desired, and to assist in the elimination of fraud and deception, thereby promoting confidence between producers, dealers, and consumers.

COTTON MOVEMENT AND PRICES.

(Continued from page 93.)

Cotton Seed.

Reports recently received by the Bureau of Markets giving cottonseed quotations on the basis of prime seed in car lots indicate the following prices at the points named:

	Price per ton.
Charlotte, N. C.	$85.00
Tarboro, N. C.	95.00
Anderson, S. C.	$96.00-97.00
Manning, S. C.	96.00
Spartanburg, S. C.	95.00
Darlington, S. C.	93.00
Orangeburg, S. C.	93.00
New Orleans, La.	75.00
Shreveport, La.	70.00-75.00
Jonesboro, Ark.	72.00
Pine Bluff, Ark.	67.00-68.00
Clarksdale, Miss.	80.00
Corinth, Miss.	65.00

Cotton Freights.

Current freight rates for cotton on vessels of the United States Shipping Board.

[Figures are for high density per 100 pounds.]

To—	From North Atlantic ports.	From South Atlantic ports.	From Gulf ports.
United Kingdom [1]	$1.30	$1.40	$1.50
French Atlantic ports	1.55	1.65	1.75
Holland (Rotterdam)	1.55	1.65	1.75
Belgium (Antwerp, Ghent)	1.55	1.65	1.75
Germany (Bremen, Hamburg)	1.80	1.90	2.00
Danzig	2.30	2.40	2.50
Denmark (Copenhagen)	2.05	2.15	2.25
Sweden (Gothenburg, Malmo)	2.05	2.15	2.25
Sweden (Stockholm)	2.55	2.65	2.75
Norway (Christiania)	2.05	2.15	2.25
Finland (Helsingfors)	2.55	2.65	2.75
Portugal (Lisbon, Oporto)	1.55	1.65	1.75
French Mediterranean ports	2.05	2.15	2.25
Spain (Barcelona, Valencia)	2.05	2.15	2.25
Italy (Genoa, Naples)	1.80	1.90	2.00
Greece (Piraeus, Patras)	1.85	1.95	2.05
Greece (Salonica)	1.85	1.95	2.05
Venice (Trieste, Fiume)	2.05	2.15	2.25

[1] Until further notice by the Shipping Board a surcharge of 25 cents per 100 pounds must be added to rates to Liverpool and London.

Cotton in standard bales will be taken only by special agreement as to rates and quantity. It is said that the extra charge for such bales varies from 25 to 50 cents per 100 pounds.

HOW ONE FARMER FAILED IN DIRECT MARKETING.

A certain farmer in Wisconsin decided to market his eggs direct to consumers. He planned to obtain a high class trade in order to receive high prices but he refused to consider the likes and dislikes of his customers. The farmer had a mixed lot of chickens of several good laying breeds. He thought that the eggs from his flock tasted just as good as those from a flock of prize winners, even though they were of different sizes, shapes, and colors. The customers to whom he catered desired eggs graded as to size and color; some of them wanted white eggs, others wanted brown ones, but none of them wanted both colors. He refused to grade the eggs as to size and color; consequently his customers were not satisfied and they discontinued ordering.

The farmer believes that his direct marketing was unsuccessful because of the foolish fancies of his customers, whereas it was because he did not cater to their desires. The producer may think that the wishes of the consumer are foolish whims, but he must consider them in the preparation and shipment of his products if he would be successful in direct marketing.

REQUEST FOR THE MARKET REPORTER.

For the time being The Market Reporter will be sent free of charge to applicants who transmit statements showing the need for it. Those who wish to receive The Market Reporter regularly should make request to the Bureau of Markets, U. S. Department of Agriculture, Washington, D. C., giving (*a*) full name and address, (*b*) business or occupation, (*c*) kind or kinds of farm products in which interested, and (*d*) the names of periodicals or reports (mimeographed or printed) that are being received or have been received regularly from the Bureau of Markets or any other branch of the United States Department of Agriculture.

WASHINGTON : GOVERNMENT PRINTING OFFICE : 1920